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The CHEMIST AND DRUGGIST

for RETAILER - WHOLESALER - MANUFACTURER



Established 1859

28 Essex Street, Strand, London, W.C.2

Registered as a Newspaper

No. 3056
VOL. CXXXIX

SEPTEMBER 3, 1938

Annual Subscription (with
Diary) 20/- Single Copies 9d.

*Why you should
contract for*

TORCH

BRAND

MALT & OIL



- 1 It is the finest quality product offered to the public.
- 2 We manufacture the Cod-Liver Oil as well as the Malt Extract.
- 3 Its flavour is delicious, and time has proved it to be the 'children's choice.'
- 4 It is a 'C.F.' line.
- 5 Prices are protected.
- 6 It is manufactured and guaranteed by Allen & Hanburys Ltd.

**ASK OUR
REPRESENTATIVE
OR
WRITE TO US FOR
CONTRACT
PRICES**

Telephone: Bishopsgate 3201 (12 lines)
Telegrams: Greenburys Beth London

ALLEN & HANBURY'S LTD.

L O N D O N . E . 2

Euthymol

**MEDICAMENTA
P & Co.
VERA**

GRAND PRIX
A SCIENTIFIC TOILET PREPARATION
EUTHYMOL TOOTH PASTE
PARKE, DAVIS & CO. LONDON

GRAND PRIX
A SCIENTIFIC TOILET PREPARATION
EUTHYMOL TOOTH PASTE
PARKE, DAVIS & CO. LONDON

GRAND PRIX
(Highest Award)
Euthymol TOOTH PASTE
KILLS DENTAL DECAY GERMS WITHIN 30 SECONDS
Festival of Empire LONDON 1911

A SCIENTIFIC TOILET PREPARATION
MADE IN ENGLAND
EUTHYMOL TOOTH PASTE
PARKE, DAVIS & CO. LONDON

A PROFITABLE DENTIFRICE

SEND FOR TERMS

PARKE, DAVIS & CO., 50, BEAK ST., LONDON W.1.

Show Elasto — IT Sells on Sight!



One Shilling and Threepence Profit on Every Sale!

ELASTO Advertising is Nation-wide and Consistent. An ever-increasing demand for this product is being created at your very door; a slight effort on your part will bring this new and profitable business to your counter. A showcard or a few Elasto cartons displayed in your window will bring most gratifying results. You can recommend Elasto with confidence for: Varicose Veins, Bad-Leg, Hardened Arteries, Heart Troubles, Bad Circulation, etc. A Tablet Remedy, easy to handle and reliable.

Retail Price 5/- per pkt. Wholesale 45/- per doz.

P.A.T.A.



SHOW MATERIAL GLADLY SENT FREE ON REQUEST

The NEW ERA TREATMENT CO. LTD.
CECIL HOUSE, HOLBORN VIADUCT, LONDON, E.C.1



Now that the holidays are over and the majority of people are settling down to business once more, may we suggest that this is the time to get busy with your selling plans for the coming Autumn and Winter season. Our services are at your disposal and we shall be only too pleased to co-operate with you on the production of Labels, Cartons, Folders, Booklets, Showcards and every other form of Printed Salesmanship. Ideas, Designs and Estimates are free and we feel sure that once you put us to a practical test you will be more than satisfied with our good work and methods.

Crookes bring the MASS MARKET

into your shop with Nation-wide advertising



Are you ready for Crookes' nation-wide advertising campaign? It is planned to increase *your* sales. Starting in September our advertisements will appear in all the leading newspapers and women's magazines—you are bound to benefit. Now is the time for you to link up with this advertising. Write to-day for full details including bonus terms and special displays—of all Crookes' products.

Write for full particulars to

THE CROOKES LABORATORIES
(British Colloids Ltd.)
PARK ROYAL, LONDON, N.W.10.

CROOKES' ADVERTISEMENTS
REGULARLY APPEAR
in
Daily Mail News Chronicle
Daily Express Daily Mirror
Daily Herald Daily Sketch
Radio Times The Times
Punch Daily Telegraph

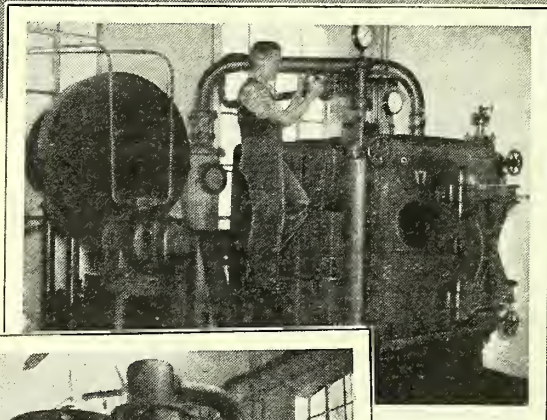
* * *

Wife & Home Nursery World
The People's Friend Mother
Parents Lady's Companion
Woman's Illustrated Woman
My Weekly Woman's Sphere
Woman's Pictorial Home Notes
Home Journal Woman's Own

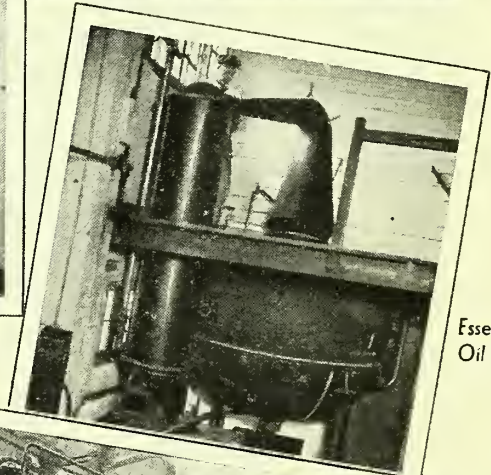
AND IN **30** PROVINCIAL PAPERS

EXTRACTS

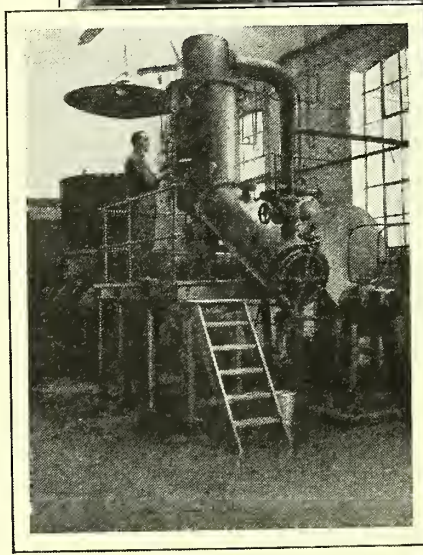
TINCTURES RESINOIDS OLEO-RESINS MEDICINAL RESINS



Vacuum
Drying Oven



Essential
Oil Still



Vacuum
Evaporator



Extractors
and Recovery
Stills

Views of the
Extraction Plant

WILLIAM RANSOM & SON

ESTABLISHED 1846

Ltd.

Manufacturing Chemists

HITCHIN, Herts.

C
&
D

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[Continued overleaf.]

Worth its weight in Gold-
TO YOUR CUSTOMERS AND TO YOU...

PAN-KURÄ

THE GREAT RELIEVER

ASK THE CHEMISTS WHO ARE ALREADY SELLING IT . . . they will tell you that PAN-KURA is something NEW . . . DIFFERENT . . . BETTER . . . something that customers are recommending to each other . . . that doesn't need *pushing*. This sensationally successful new remedy for Rheumatic Ailments is sweeping the country. Are you selling it yet? You cannot afford to be without supplies, especially now. NOW—ORDER "PAN-KURA."

NATIONALLY ADVERTISED

Retail Prices: PAN-KURA Anti-Rheumatic Bath Salts, 2/6; PAN-KURA Anti-Rheumatic Tablets, 3/- and 5/-; PAN-KURA Anti-Rheumatic Balm, 1/6. Obtainable from leading wholesalers or direct from:



PAN-KURA PRODUCTS LTD., 131 REGENT ST., W.1

Laboratories: GREAT NORTH ROAD, NEW BARNET, HERTS

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When you tender for **Disinfectants**

to Hospitals, Public Institutions, Local Councils, &c.
REMEMBER that

BURT, BOULTON & HAYWOOD LTD. Managers to
the **PRINCE REGENT TAR COMPANY, LTD.**

give you special terms for contracts.

Carbolic Disinfecting Fluids containing 3% to 80% Tar Acids.

White Disinfecting Fluids—miscible in salt, fresh or brackish water, Co-efficients 10/12, 18/20, 20/22, 24/26.

Lysol B.P. Quality. Pine Disinfecting Fluids.

Pink Carbolic Disinfecting Powders containing 5% to 20% Tar Acids.

Carbolic Sheep Dips, approved by the Ministry of Agriculture under the Sheep Scab order.

Tar Acids and Rideal Walker Co-efficiency guaranteed.

Special Disinfectant Fluids approved by the Ministry of Agriculture under the "Diseases of Animals Acts." May be packed and sold by Chemists under own name.

SAMPLES AND PRICES ON APPLICATION TO

PRINCE REGENT TAR COMPANY, LTD.

(Managers: **BURT, BOULTON & HAYWOOD, LTD.**)

BRETENHAM HOUSE, WELLINGTON STREET, STRAND, LONDON, W.C.2

Phone: Temple Bar 5801 (5 lines)

Telegrams: "Burboul, Rand, London"

Carbolic Disinfecting Fluids, Rideal Walker Co-efficients 2 to 20

Liquid Carbolic and Cresylic Acid, Dark 95/97% and Pale 97/99%.

Sulphur Candles. Formaldehyde (Formalin) 40% Solution

Formaldehyde (Formalin) Tablets. Liquid Soaps

SOLUBLE Carbolic or Pine Blocks for road watering vans

Carbolic Weed Killer, etc.

May be sold by Chemists and Druggists under own name.

THESE *five* BIG REASONS

TELL YOU WHY EVE IS
PROVING THE MOST POPULAR
OF ALL SHAMPOOS



1 EVE BEAUTIFIES

—leaves hair soft, lustrous, in perfect natural condition.

2 EVE BENEFITS

—both hair and scalp—frees the hair from dandruff, with its attendant troubles; enables scalp pores to breathe, glands to function normally.

3 EVE IS SAFE

—no harmful alkali. Mild, yet efficient, Eve cannot affect the structure of the most delicate hair. Doctors recommend Eve for children.

4 EVE CLEANSSES

—gently, yet quickly and thoroughly. No soap in Eve, therefore no unhealthy lime-scum.

5 EVE AIDS SETTING

—because it leaves no clogging deposits to make hair "difficult". More, Eve cleanses away all scalp waste and dandruff—makes hair manageable.

If you have not already seen "Lovely Hair" by Pierre Auguste send your trade card to Joseph Watson & Sons Ltd., Department W.16, Leeds. You will receive your copy by return post.

DISPLAY AND
RECOMMEND

Eve Shampoo

CREAM 6^D THREE SHAMPOOS

POWDER 2^D PER PACKET

Hard, practical trial by the public, that is the real test of the worth of a product. Eve Shampoo Powder has had that trial and achieved the greatest popularity of any shampoo on the market. For over three years the public has been buying it—and tens of thousands of new customers, *regular* customers, have been made every year. Now, the CREAM form of the same shampoo—an easy-to-use tube, a handy 6d size—creates fresh sales records.

Such solid success has a sound reason. In fact, there are five sound reasons—the *five big advantages* which made Eve the first trouble-free soapless shampoo on the market.

JOSEPH WATSON & SONS LTD., LEEDS

EVT 5-29A-100

The

Cystex Guarantee

*What it means!
How it operates!*

As you are doubtless aware, Cystex has for many years been sold on a **MONEY BACK GUARANTEE**—a method which, in our opinion, ensures confidence to all parties concerned.

During the next 12 months there will be boldly displayed in the 907,881,429 Cystex Advertisements which are already booked, words to this effect:—

“Go to your Chemist for a 1/3, 3/- or 6/- treatment of Cystex. Give this medicine a thorough trial, and if, after this test, you find you have not derived benefit—you being the sole judge—return empty package to the Knox Laboratories and the price you paid will be refunded in full.



A GUARANTEE OF MONEY BACK IF NO BENEFIT IS TO BE FOUND ON EVERY CYSTEX PACKET—RED PRINTING ON A YELLOW BAND.

This Guarantee affords absolute protection to you, Mr. Chemist. It enables you to recommend Cystex with confidence, for you can say to your customer, “Try Cystex for your trouble, and if you do not derive benefit, return the empty package to the makers, who will refund your money.” And here your responsibility ends. You have no money to refund—no trouble—and you have made a sale, which, as is more than likely, will result in a repeat order. **Be sure you are stocking the 3 sizes (1/3, 3/- and 6/-), so as to ensure not losing any sales.**

KNOX LABORATORIES LTD., 81 LAMB'S CONDUIT ST., LONDON, W.C.1

★ **SELL ONE—
IT SELLS ANOTHER!**



Steadily the TELERAZOR builds sales upon sales. Naturally men are enthusiastic on finding a razor that positively ends "scrape." The TELERAZOR is the perfected self-contained electric safety razor. It does not have to be plugged into the mains. Operated by a tiny replaceable battery in the handle, it is the essence of convenience and really makes shaving a pleasure. It's time you sold the TELERAZOR. One sale brings another!

21/-
RETAIL

Refill Battery
lasts 2 Months,
Retail, 2d.

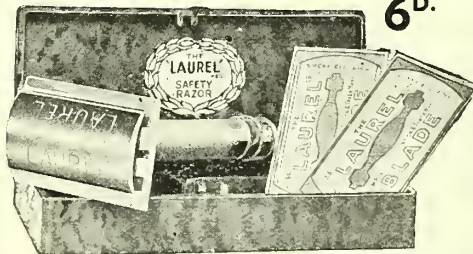
BRITISH PATENTS:
434,592 442,871
429,964 450,687
 451,870

Patents granted in
all leading countries

The NEW Automatic-Electric
TELERAZOR
BRITISH MADE

Write for illustrated leaflets and showcards to: **NORMA TECHNICAL PRODUCTS, LTD.**
BALFOUR HOUSE, FINSBURY PAVEMENT, LONDON, E.C.2
Telephone: NATIONAL 8838

SHAVE WITH A "LAUREL"

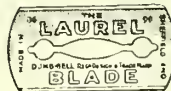
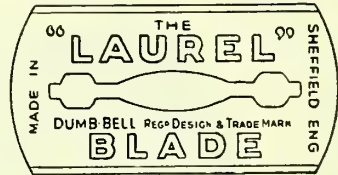


"LAUREL" DUMB BELL RAZOR

6^d. "LAUREL" PENNY BLADES—ALL TYPES
MADE IN SHEFFIELD, ENGLAND

**PENNY
BLADES
FOR YOUR RAZOR**

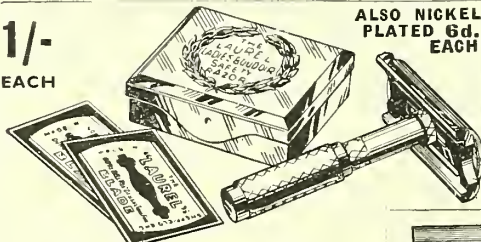
PACKET OF SIX
BLADES FOR
6d.



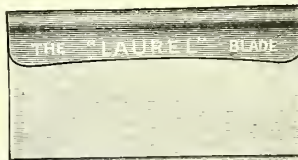
FITS ALL 3-PEG HOLDERS



1/-
EACH



THE "LAUREL" LADIES'
GOLD-PLATED BOUDOIR
SAFETY RAZOR
COMPLETE WITH TWO BLADES AS
ILLUSTRATED



GEO. H. LAWRENCE LTD. LAUREL WORKS SHEFFIELD, 25571

... ALL THE FAMILY
WILL BE ASKING FOR

*The perfect
shampoo
in a Tube!*

BRYLFOAM

THE *Family* SHAMPOO

● There's every indication that BRYLFOAM will be as big a success as Brylcreem. For it's the only shampoo in the world appealing to every member of the family. It's packed with profit, too—you get 37½% on every tube. Cash in on this rapidly increasing business. Link up with current National advertising—and keep BRYLFOAM well displayed. Attractive showcards, etc. available on request.

Not sold by
Chain Stores
or Grocers



37½% PROFIT ON EVERY TUBE!

PLEASE POST THIS COUPON

To: The County Perfumery Co.,
North Circular Road,
West Twyford, London, N.W.10

Please ask traveller to call.

NAME

ADDRESS



And Now—
**HERE'S
ARCANCIL**

ARCANCIL—the new eyelash cosmetic—comes from Valdor, Paris, makers of the famous Guitare lipstick. Don't miss the opportunity to repeat the brilliant record Guitare have established. ARCANCIL has met with tremendous demand in France—and the stage is set to win the same popular demand here. ARCANCIL does not smart, nor run. It is based on turtle oil—it comes in generous sizes, in modern shades, plus one special kind—SANCOLOR—for the women who dislike make-up. ARCANCIL will be supported by the same clever advertising which made Guitare such a success. The campaign breaks on October 1st in Daily Mirror, Daily Sketch, Sunday Pictorial, Evening Standard, Tatler, Vogue, Woman, Woman's Illustrated, Woman's Own, Picturegoer. This list will be added to as the campaign progresses.

Write to the sole distributors:
Chemical & Natural Products Ltd. (Dept 101),
Wimbledon Factory Estate, Morden Road, S.W.19

Attractive show material available

SPECIAL BONUS OFFER for ONE MONTH ONLY

A special bonus of an extra 10% discount will be given to all retailers placing an order direct with us before September 30th, 1938, for ARCANCIL to the minimum net value of £2.0.0

CHEMICAL & NATURAL PRODUCTS LTD.
Wimbledon Factory Estate, Morden Road, S.W.19

ARCANCIL

DOES NOT SMART



Every assistance in sales aids is given to the stockist of "Sanident." Various show material is available as required.

SANIDENT^{Reg'd}

will sell even more easily now

The attractive new package and larger bottle, holding 30% more Sanident, will undoubtedly increase the already large sales of this modern denture cleanser. More and more Chemists are stocking Sanident for its excellent value and pronounced efficiency. Now it is bigger value than ever—without any diminution in quality.

Sanident is definitely antiseptic and contains no acids or abrasives to harm the composition of the dentures. It can be recommended with every confidence as a thorough cleanser. Each "first sale" makes a regular user. Sanident offers a generous profit to the Chemist, too—6d. on every bottle sold.

Retail **1/3** per bottle. Trade price **9/-** per doz.

THORNTON & ROSS LTD., LINTHWAITE, HUDDERSFIELD

Dr. Page-Barker's Scurf & Dandruff Lotion

The recognised specific for SCURF and DANDRUFF

Now made in
TWO SIZES

STANDARD 18/- doz. Retail 2/6
FAMILY SIZE 24/- doz. „ 3/6

P.A.T.A.

Three bottles free with every 3 dozen
Smart showmatter with all orders

A MONEY-BACK GUARANTEE WITH
EVERY BOTTLE

Sells on its reputation to those who know,
and on its guarantee to those who don't

THOS. CHRISTY & CO., LTD.
4-12 Old Swan Lane, London, E.C.



COMMON COLD

AND

ANTI-CATARRH VACCINE

(EVANS)

LOCAL STRAINS

Pharmacists are reminded that Common Cold Vaccines Evans are prepared from primary cultures from organisms collected in the locality in which the vaccine is to be used.

Hence the term "Local Strains."

Doctors usually prefer vaccines of this type because experience shows that they are likely to be more effective than the usual stock vaccine.

Two types are issued. No. 3 Vaccine (for prophylaxis) is required at this period of the year, i.e. before the season during which patients are generally susceptible to colds.

No. 1 Vaccine (for treatment) is also available.

For prophylaxis the usual initial dosage of No. 3 Vaccine is 0.25 cc. followed by 0.5 cc. a week afterwards with 1 cc. after a further week. This is the average but doctors often find it necessary to modify the quantities to suit individual requirements.

A special booklet is now being sent to physicians reminding them of the advantages of these vaccines.

All Evans' Vaccines are made at
The Evans Biological Institute,
Higher Runcorn, Cheshire

EVANS SONS LESCHER & WEBB LTD.
LONDON & LIVERPOOL



*"Snow White and
the Seven Dwarfs"*

TOILET
SPONGE BAGS
AND
COMPANIONS
ETC.

Manufactured under licence
exclusively by:

Arthur Berton Ltd.

256/260 OLD STREET
LONDON, E.C.1

Telephone: Clerkenwell 1346/7/8/9

"SURCO"

RELIABLE

ELASTIC HOSIERY

SEAMED & SEAMLESS

For special garments to
measure we maintain a 24
hour service.

:: BODY BELTS ::
TRUSSES :: SUNDRIES

Permit us to quote you

SURGICAL HOSIERY CO. LTD.

Russell Street :: NOTTINGHAM

Telephone No.: 75903.

Telegrams: SURGICAL NOTTM

MENE

SANITARY TOWELS
FOR BRISK BUSINESS

Obtainable from your usual wholesaler.

ROBINSON & SONS, Ltd., CHESTERFIELD, & 168 Old Street, LONDON, E.C.1

Elastoplast
TRADE MARK BRAND

BOIL DRESSINGS

The complete treatment
for Boils

T. J. SMITH & NEPHEW, Ltd.

NEPTUNE ST., HULL

COTTON WOOL . . .

ABSORBENT LINT. Plain and Boric Lint, Medicated Lint, etc.

BANDAGES. White Open Wove, Grey, Flannel, Domette, Calico, Crepe, etc

ABSORBENT GAUZE. Of all qualities, Plain and Medicated,

FIRST AID. First Aid Dressings, First Aid Cabinets, Sundries, Standard Dressings, etc.

Qualities for all purposes. Coloured for Bacteriological work. Non-Absorbent. Medicated, etc.

• Samples and Prices of any of our manufactures will be gladly supplied on request.

ROBERT BAILEY & SON LTD.,

SURGICAL DRESSING MANUFACTURERS

Dysart St., Great Moor, Stockport, Cheshire. Sentinel House, Southampton Row, London, W.C.1
Phone: Great Moor 3006 (2 lines) Grams: "Undisputed, Observed, Westcent, London"

Grams: "Undisputed, Stockport"

Nationally Advertised in SUNDAY EXPRESS
 DAILY MAIL · DAILY EXPRESS · NEWS-CHRONICLE
 DAILY HERALD · DAILY MIRROR · DAILY SKETCH

Another Great Juvana contest!



This announcement has been held back for results in the great August Competition. An even bigger September contest is now being advertised to the public. And there are cheques for stockists, too. Remember JUVANA is an all-the-year-round drink which has caught public preference. Take this unprecedented opportunity of introducing it to your trade!

Here are

THE WINNERS OF 1ST CONTEST

FORD V-8 SALOON CAR

won by R. J. COGMAN, Esq., 266 Ampthill Rd., Bedford.

FORD 10 h.p. SALOON CAR

won by I. GAZELEY, Esq., 43 St. Paul's Rd., Stockingford, Nuneaton

ELECTROLUX GAS REFRIGERATOR

won by Nurse E. B. WAITE, 242 Waterloo Rd., Co'bridge, Stoke-on-Trent.
 and fifty other awards to runners-up

THESE STOCKISTS TOOK CHEQUES

£50 to Messrs. Dudeny & Johnstone Ltd., 33 High St., Bedford.

£10 to Messrs. H. Lester & Son, 2 Market Place, Nuneaton.

£5 to Hygeia Health Foods, 240 Waterloo Rd., Co'bridge, Stoke-on-Trent.

Look at these
MAGNIFICENT
PRIZES

MUST BE WON BEFORE SEPT. 30

FORD V-8 *Saloon Car* **FORD 10 H.P.** *Saloon Car*

ELECTROLUX *Gas Refrigerator* **50**

OTHER BIG PRIZES

BIG CHEQUES FOR STOCKISTS
£50 · £10 · £5

For

PARTICULAR PEOPLE

For use with Sanitary Towels as a DEODORANT and to prevent chafing. It neutralises body odours at once.

ORDER FROM YOUR WHOLESALE HOUSE

To BUYERS of TRUSSES !

The most complete up-to-date facilities for the manufacture of **RUPTURE APPLIANCES** of every known English and American pattern are operating at

**BLACK BULL WORKS,
MARKET ROAD, LONDON, N.7**

Hard Rubber, Celluloid, Leather and Mole

Covered and Elastic Band Trusses, under the

"MASTER"
BRAND
TRADE MARK



are sold in all
Markets of the
World.

"KO-RALLIUM." A new flexile covering for Steel Springs. It is Something Different!

PERFUMERY BOTTLE WICKERERS in RAFFIA or SILK, plain or fancy, wide range of designs. Own bottles wickered at moderate cost.

Suspensory Bandages and Jock Straps

We offer distinctive lines of outstanding value. Our weaving sheds allow of all intermediate profits being passed to our customers.

Write for sample range at Special Rate, then compare.

F. SCHUTZE & CO., LTD.

Black Bull Works, Market Road, London, N.7

THE
"MATER"
CLINICAL REGD.
The position of the Mercury column is at once perfectly plain. Red markings above 99.4.

**ALL TYPES OF
CLINICAL
AND OTHER
THERMOMETERS**

**PERKEN, SON
& CO. LTD.**
(ESTABLISHED 1852)

Price List on Application:
**94 HATTON GARDEN,
LONDON, E.C.1**

Telephone: 0724 Holborn
Telegrams: "Optimus, Smith, London"

**WANIE
BLADES**

EVER READY TYPE FOREIGN

**FOR QUICK
CLEAN SHAVES**

Your profit is 33½ to 45% every time you hand a customer a packet of Wanie Blades.

"Sales-Aid" Showcards are available.

THREE HOLE TYPE
8/- gross. Retail 12 for 1/-

AUTO TYPE
9/- 100. Retail 10 for 1/8

EVER READY TYPE
9/- 100. Retail 10 for 1/8

DISPLAY SHOWCARDS
FREE TO ALL STOCKISTS

Dealers and Wholesalers should write for FREE SAMPLES and Trade Terms.

LONDON & PROVINCIAL FACTORS LTD
146 THEOBALDS ROAD LONDON.W.C.1.
and at 16 Withy Grove Manchester



"Good Nights" - are Good Business

The time to say "Good night" is also the time for North British Hot Water Bottles to appear. Strong, reliable, attractively presented—they sell quickly with a minimum of effort on your part. You just need to show them. Order from your wholesaler.

NORTH BRITISH

Hot water bottles

UNIQUE. A fabric bottle with the greatest reputation in the world for real wear. In Drabor Red. Packed in envelope.

SIZE	RETAIL	TRADE
6 x 10	4/11	3/3
8 x 10	5/6	3/8
8 x 12	5/11	3/11½
10 x 12	6/11	4/7½

P.A.T.A. Price-Protected.

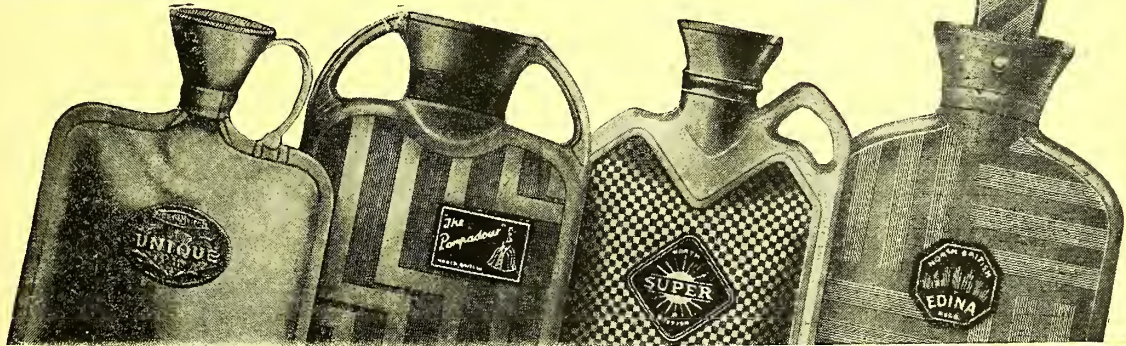
POMPADOUR. A new deluxe bottle, in Blue, Green or Red. Packed singly in decorated box.
Retail Price - - 4/11 each
Trade Price - - 3/4 "

P.A.T.A. Price-Protected.

SUPER. A strong bottle, obtainable in Blue, Green or Cherry. Packed in transparent envelope.
Retail Price - - 3/11 each.
Trade Price - - 2/6 "

P.A.T.A. Price-Protected.

EDINA. The extension on the filler acts as a handle when filling or, when buttoned over, as a protection to the feet. Obtainable in Blue, Green or Cherry. In transparent envelope. Retail Price 2/11 each. Trade Price 1/11½ each.
P.A.T.A. Price-Protected.



MADE IN EDINBURGH BY THE NORTH BRITISH RUBBER CO LTD

DIRECT BUYING OF MILTON PRODUCTS MADE EASIER . . .

Smaller bonus parcels and more profit!

Introducing

A £2 parcel which means an outlay of 35/- with a profit on sales of more than 34% and a

£5 parcel which means an outlay of £4 6s. 0d. with a profit on sales of more than 35%.

5/- allowance for window show on £2.

14/- allowance for window show on £5.

Here is an example of a £2 parcel showing a minimum profit of 34.26%:—

Examples of £2 Bonus Parcels

You order 9 doz. 6d. Milton Fluid	£2 0 6
Allowance for 14 days' window show	5 0
<hr/>	
You pay the net amount of	1 15 6
You sell for	2 14 0
Your profit on sales is	18 6
	34.26%

The profit is more if Dental Cream and/or 2/6 Milton Fluid are included as the following example will show:—

5 doz. 6d. Milton Fluid	£1 2 6
½ doz. 2/6 Milton Fluid	10 11
2 doz. 6d. Dental Cream	8 0
	<hr/>
	2 1 5
Allowance for 14 days' window show	5 0
<hr/>	
You pay the net amount of	1 16 5
You sell for	2 17 0
Your profit is	1 0 7
	36.1%

Examples of £5 Bonus Parcels

Example of a £5 parcel:—

You order 23 doz. 6d. Milton Fluid	£5 3 6
Allowance for 14 days' window show	14 0
<hr/>	
You pay the net amount of	4 9 6
You sell for	6 18 0
Your profit on sales is	2 8 6
	35.14%

Another example of a £5 parcel showing 37.5% profit on sales:—

6 doz. 6d. Milton Fluid	£1 7 0
1 doz. 1/6 Milton Fluid	13 6

1 doz. 2/6 Milton Fluid	£1 1 9
1 doz. 1/- Milton Ointment	9 0
2 doz. 6d. Denture Powder	9 0
1 doz. 1/- Denture Powder	9 0
1 doz. 6d. Dental Cream	4 0
1 doz. 1/- Dental Cream	7 0
	<hr/>
	5 0 3
Allowance for 14 days' window show	14 0
<hr/>	
You pay the net amount of	4 6 3
You sell for	6 18 0
Your profit on sales is	2 11 9
	37.5%

Complete cases only. All products may be included in bonus parcels.

Terms

Net monthly account.

Cash discount abolished

Although the cash discount is withdrawn, it has not come off the profit which, in fact, is greater than ever.

P.A.T.A.

Milton
Milton Denture Powder } are all P.A.T.A. lines.
Milton Dental Cream }
Milton Ointment }

Special Composition Cases

MILTON DENTURE POWDER

Milton Denture Powder is packed in two special cases containing:—

- 1 doz. 6d., 8 only 1/- and 3 only 1/9.
- 1 doz. 6d., 8 only 1/- (no 1/9 size).

MILTON IN WINCHESTERS

A new professional pack of Milton in amber glass Winchesters is now available at the retail selling price of 7/6 (trade price 6/-) inclusive of non-returnable container. Your doctor and dentist customers will be interested.

AND NOW, WHAT ABOUT YOUR ORDER?

Write to:

MILTON PROPRIETARY LTD., JOHN MILTON HOUSE, LONDON, N.7

**EVERY DOG flea
HAS HIS DAY**

* (CTENOCEPHALUS CANIS)

MAKE IT A SHORT ONE! You can't afford to ignore these loathsome pests, one of which can carry up to 20 embryo tapeworms, waiting their chance to involve you in endless trouble and expense. Eliminate this risk of worms—87% of tapeworm infections are due to dog fleas—and the other risks as well, simply by following the

COOPER HEALTH ROUTINE

1 TO PREVENT TAPEWORMS—Spend five minutes once a week dusting your dog's coat with Pulvex. To keep him free from fleas and all flea-borne parasites. A 6d. tin lasts several months.

NO FLEA CAN LIVE on a Pulvex'd dog within a week of your dusting him, which cuts out the flea risk. The other risks are reduced to the minimum by C.V.R., which with its vitamins A, B, and D, builds up the dog's resistance to all infection; and, with its mineral salts, cures the habit of eating excrement—the main cause of roundworm infection. Eating excrement is an attempt to make good the lack of these essential salts. No normal diet can certainly provide them, with the other vital factors scientifically combined in C.V.R. according to its indispensable.

2 TO PREVENT ROUNDWORMS—Spend thirty seconds once a day sprinkling his main meal with Cooper's Vitamin Ration, to give him vital elements he won't get any other way. A 1/6 tin lasts two months.

IF YOUR DOG HAS WORMS NOW, Cooper's Liquid Worm Remedy will rid him of the lot, tapeworms and roundworms, with a little distress and danger as may be. Then the Cooper Health Routine, faithfully followed, will prevent the need for repeated worming.

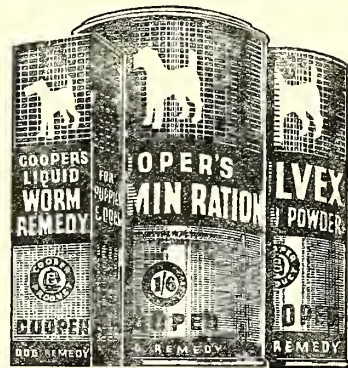
* This simple routine was devised and perfected by Cooper's own Research Bureau, which carries on the only research work done on these lines in this country. For any further information that will help you, please write as fully as you can to the Dog Remedies Department.

PULVEX VERMIN POWDER | **COOPER'S VITAMIN RATION** | **COOPER'S LIQUID WORM REMEDY**
6d. and 1/3 sprinkler tins | 1/6, 2/9, and 4/6 | Small dogs 1/3, larger dogs 2/6 bottles

FROM ALL CHEMISTS AND DOG SHOPS

COOPER, McDOUGALL & ROBERTSON LIMITED, BERKHAMSTED, HERTS

NOBODY LOVES A DOG FLEA—least of all the readers of the 'Tailwagger' etc., from which this advertisement is now reprinted in miniature. This unpopularity (to put it mildly) can mean quite a bit of money for you, if you'll start a vet. counter 'featuring' the Cooper Health Routine. Quite small shops are turning over a steady £5 per week. The beauty of the Cooper Health Routine is that it means three sales in one and nine times the profit in the year.



PULVEX VERMIN POWDER 6d. and 1/3 sprinkler tins	COOPER'S VITAMIN RATION 1/6, 2/9, and 4/6	COOPER'S LIQUID WORM REMEDY Small dogs 1/3, larger dogs 2/6 bottles
---	---	---

TRADE TERMS—less 33% and less 5% cash monthly

COOPER, McDOUGALL & ROBERTSON LIMITED, BERKHAMSTED, HERTS



Every drop falls clear of the bottle, and is dispensed in a very exact manner, it being possible to give positively any required number of drops from a single one upwards.



When pouring is finished, the last drop does not drip down the bottle, but recedes through the patent channel into the bottle.

This novel design of neck is a great improvement upon older forms of pouring necks, and for many purposes supersedes dropping devices of the pipette type.

It is so simple because it depends upon a scientific design of pouring channel and lip. Send for a sample Bottle and test it for yourself.

SEND YOUR ENQUIRIES TO THE LICENSEES

BEATSON, CLARK & CO. LTD.
ROTHERHAM GLASS WORKS, ROTHERHAM

DAVEY & MOORE BLUNDELL STREET,
Glass Bottle Manufacturers LONDON, N 7

THE INTERNATIONAL BOTTLE CO. LTD.
48 FORE STREET :: :: :: LONDON, E.C.2

"ALU-PHARM" BOTTLE CAPS OF PURE ALUMINIUM

For Chemical and Pharmaceutical products, perfumery, essences, etc. The ideal method of leak-proof sealing of screwcaps and of capping bottles with protruding corks, imparting at the same time a smart and attractive finish to the bottle.

Extremely
low prices

**ANDERSEN & BRUUN
(British) LTD.
SLOUGH(Bucks)ENGLAND**

Telephone: Slough 1633

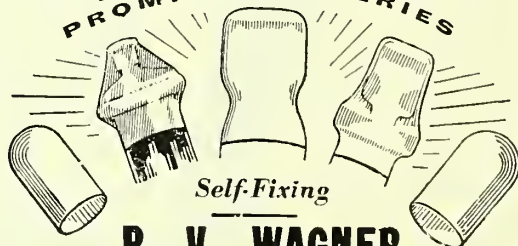
Telegrams:
"Anderbruun, Slough"

Enquiries outside the British Empire should be addressed to: **Andersen & Bruun's Fabriker Ltd., Copenhagen F. Denmark.** Cable address: Kapsel, Copenhagen.



WAGNER'S DRY BOTTLE CAPS

BEST IN QUALITY & APPEARANCE
PROMPT DELIVERIES



33 BROOKE ST., LONDON, E.C.1 Tel. Holborn 5090

TAPERED, PYRAMID, DOMED AND FLANGE CORKS

COMPOSITION AND BAKELITE
STOPPERS

THE MOST COMPETITIVE MANUFACTURERS IN
THIS COUNTRY

MUNDET CORK PRODUCTS, LTD.
12/18 ABBEY ST., TOWER BRIDGE ROAD, S.E.1

Telegrams:
MUNDETCOMP, BERM, LONDON

Telephone:
HOP 2043-4-5

THE CANNON RUBBER MANUFACTURERS LTD.

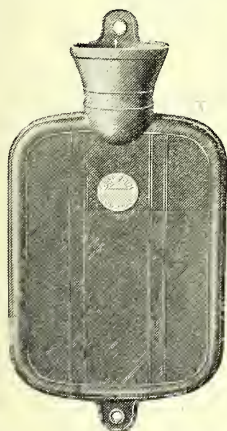
Cannon Works, 5a Welbourn Road, Tottenham, N.17

The Cannon Range for 1938-9

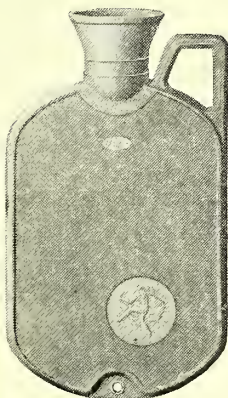
Colours

"DOLPHIN" &
"RIPPLE"
RED, BLUE, GREEN

Colours
"DE-LUXE"
ORANGE, BLUE, GREEN
"BABY"
PINK, LIGHT BLUE



THE DOLPHIN JUNIOR
(2 QUART)



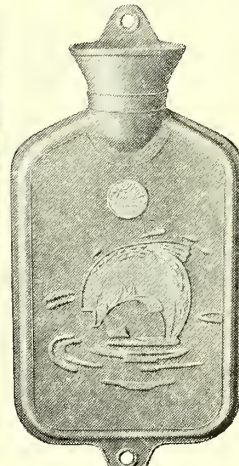
THE DE-LUXE
(3 QUART)



THE BABY



THE RIPPLE
(3 QUART)



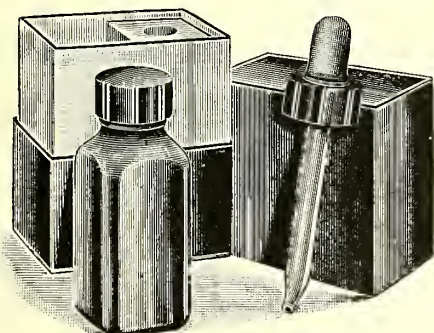
THE DOLPHIN
(3 QUART)

Every Bottle Guaranteed

ENTIRELY BRITISH MADE

Competitive Prices • Obtainable from your wholesalers

AN ELEGANT ACCESSORY for CREDITABLE DISPENSING



THE "CLINBRITIC" DROP BOTTLE

WITH EXTRA BAKELITE SCREW CAP

IN PLAIN AMBER GLASS

½ oz. Size **5/3** doz. 1 oz. Size **6/-** doz.

SERIES—"CLINBRITIC, S.S."

Each packed in a well-made shouldered box

BRITTON, MALCOLM & WAYMARK LTD.

SPECIALISTS IN DRUGGISTS' AND SURGICAL SUNDRIES

38 SOUTHWARK BRIDGE ROAD, LONDON, S.E.1

TELEPHONE : WATERLOO 4874 (3 LINES).

The Outstanding Bronchial Pastille of Recognised Merit and Popularity

VOX

BRONCHIAL PASTILLES



ATTRACTIVE DISPLAY MATTER

8-lb. lots 2/6 per lb. 14-lb. lots 2/3 per lb. 28-lb. lots 2/- per lb.
With Free 2-lb. Counter Glass Show Jar.

ATTRACTIVE WINDOW DISPLAY MATTER

12 doz. 2-oz. Cartons, 2 doz. 4-oz. Cartons, free per 28 lb. The formula is printed on every carton. Special quotations for 56-lb. and 1-cwt. lots.

VOX PASTILLES in Tins

Small 4/6 per doz., 48/- per gross. Large 8/6 per doz., 96/- per gross

THOS. GUEST & CO. LTD.

Manufacturing Chemists, CARRUTHERS ST., MANCHESTER 4 London Warehouse: 15 & 16 Jewry St., E.C.

CHEMISTS' EXHIBITION

AN

AI

EXHIBIT

AT STAND

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ALBERT HALL, SEPT. 19TH 1938

TELEGRAMS: TELEPHONES:

"USHENSPUNA, LONDON." RODNEY 3874/5/6

MALT AND OIL

MALT EXTRACT

MALT AND CHEMICAL FOOD

MALT AND HALIBUT OIL

Write for advantageous winter contract terms now

All drugs and requirements of the Pharmacist

ROBERT BLACKIE

SHEN WORKS

MELON ROAD · PECKHAM

LONDON · S.E.15

National Advertising now commencing for

FORSTER Shaving BRUSHES

Pure Badger - **KIND TO THE CHIN**

Forster brushes are being advertised to the public in the general Press FOR YOUR BENEFIT. 75,000 guaranteed Pure Badger Shavers are going to be offered to the public. Although prices are as low as 3/6 they are all of the highest quality materials and workmanship. This new National advertising is going to create a demand for these branded FORSTER lines which will bring profit to you. There is a comprehensive range in several grades, at prices to suit every customer's pocket. Neatly packed in hygienic window containers. READY FOR IMMEDIATE DISPLAY in your window or on your counter. Bone and non-split handles in a variety of pleasing models. From your wholesaler or direct.



from
3/6
retail

"DINKEE" PURE BADGER for Ladies or Beginners
3/6 Each 28/- per Doz.

"NIPPER" PURE BADGER:
No. 1 4/- Each 32/- per Doz.
No. 2 5/- Each 40/- per Doz.

"STUBBY" Series of selected Pure Badger, White
Handles with coloured bases:

No. 1 12/6 Each 100/- per Doz.
No. 2 15/6 Each 122/- per Doz.
No. 3 20/- Each 160/- per Doz.

"SUBRUSCO" (regd.) Pure Badger BRUSHES

GREY		MEDIUM		BEST		SUPER (SILVER TIP)					
Retail Each	Trade Per Doz.	Retail Each	Trade Per Doz.	Retail Each	Trade Per Doz.	Retail Each	Trade Per Doz.				
C1	4/-	32 -	M1	5/6	43 -	B1	6/-	47 -	S1	6/6	52 -
C2	4/9	33 -	M2	6/3	50 -	B2	7/3	57 -	S2	8/6	68 -
C3	5/9	45 -	M3	7/6	59 -	B3	9/-	71 -	S3	10/6	83 -
C4	6/6	52 -	M4	8/11	71 -	B4	10/6	83 -	S4	12/3	98 -
C5	7/9	61 -	M5	10/3	81 -	B5	12/3	98 -	S5	14/6	116 -
C6	8/11	71 -	M6	11/6	92 -	B6	14/9	117 -	S6	17/9	142 -
C7	10/3	81 -	M7	13/-	104 -	B7	17/3	137 -	S7	20 -	160 -
C8	11/6	92 -	M8	15/-	119 -	B8	19/3	154 -	S8	22/6	180 -
						B9	21/3	170 -	S9	25/9	206 -
						B10	24/3	193 -	S10	29 -	231 -
						B11	27/6	219 -	S11	32/3	257 -
						B12	30/6	244 -	S12	35/3	282 -

SPECIAL BONUS

Until November 15th we offer a bonus of 8 1/3% (= 13 to doz.) on Orders for £3.

FORSTER BRUSHES Limited

Makers of fine quality British shaving brushes since 1840
15 HATTON WALL, HATTON GARDEN, London, E.C.1

ESTABLISHED 1840

Telephone: CHAncery 8631 Telegrams: "Subrusco, Smith, London"
Cables: "Subrusco, Lond."

CHALK

(CALCIUM CARBONATE)

Various Grades in Bulk Quantity at very Favourable Rates

Samples and Prices on Application

E. A. KNIGHT

AVON VALE, KINGSTON, RINGWOOD, HANTS.

GUMS TRAGACANTH AND ACACIA

As Imported or Finely Powdered ALL GRADES

FREDK. FINK & CO., 10 & 11 Mincing Lane, London E.C.3
Telephones : Mansion House 5094

ALL CHEMISTS SHOULD STOCK

ABDINE

THE GOLD MEDAL HEALTH DRINK. Quick Seller. Big Profits. Over 60 years' Reputation. "Abdine" is obtainable from the Wholesale Houses. Attractive Display Material constantly available.

DUNCAN McGLASHAN LTD., ABDINE WORKS, WESTFIELD RD., EDINBURGH

SHOP FRONTS & INTERIOR FITTINGS

Write or phone for Representative to call
Estimates Free

Illustrated catalogue of Interior Fittings on Request

F. MAUND & E. BERG (Showcases) LTD.
Shopfitters & Shopfront Builders
175/9 OLD ST., LONDON, E.C.1 Phone: Clerkenwell 1782/3

THOMAS & LINTON, LTD.

4 GRAY'S INN ROAD, LONDON, W.C.1

Telephone: Holborn 5518

Everhot Bags,
Canda Products, Iodotabs, Ephedrol,
Litesome Belts.
Deliveries from London Stock

URICURE TABLETS

REGD

The Greatest of all Rheumatic remedies

A LINE THAT ONLY CHEMISTS CAN SELL

1/3 size, 7/-; 3/- size, 17/6; 5/- size, 25/- per doz.
The Acton Pill & Tablet Co. Ltd., Ash Vale, Surrey

PHARMACEUTICAL MACHINERY

OF ALL KINDS

Pill and Tablet Machines; Compact Powder Presses (hand); Suppository and Lipstick Moulds of all kinds; Sifters and Mixers; Tincture Presses, Percolators, End Runner Mills, Ball Mills, Emulsifiers, etc.

J. W. PINDAR & CO.

DRAKEFELL RD., ENDWELL RD., BROCKLEY, LONDON, S.E.4

KRASKA Liquid Nail Polish

for bigger profits!

BONUS TERMS

50/- parcel, with free bonus yields £4.4.8

£5 parcel, with free bonus yields £9.18.0

Smaller quantities 13 to the dozen

All the newest shades, Cream or Transparent

The Kraska Co. Ltd.

65 PORTOBELLO ROAD, LONDON, W.11

THIS SIGN IS YOUR



GUARANTEE OF SATISFACTION

ESTABLISHED 1850

BURGE, WARREN & RIDGLEY, Ltd.

CONTRACEPTIVES

91-92 SAFFRON HILL, LONDON, E.C.1

—WRITE FOR PRICE LIST AND SAMPLES—

OWN NAME COSMETICS

PACKED OR BULK

An extensive specialised experience is at your service. Keenly interesting prices are worth investigating. Ask us to Quote. Strictest confidence.

THE LABORATORIES, 61 Eagle St., London, W.C.1

BUY CRITCHLEY'S RASPBERRY VINEGAR

Guaranteed to contain nothing but fresh fruit juice best malt vinegar and pure cane sugar.

Write for prices and samples to:

G.A. CRITCHLEY & CO. LTD., Manufacturing Chemists, BLACKBURN

GARFIELD TEA

Herb Laxative
For CONSTIPATION, LIVER and KIDNEY TROUBLES

Retail prices 6d., 1/1, 2/2 and 4/4 packages.

Also GARFIELD TEA SYRUP. Retail 1/3 and 2/6 bottles.
Order from your wholesaler. Samples on request from:

GARFIELD TEA CO., 44 Foxbourne Rd., London, S.W.17

NORTHERN POLYTECHNIC, Holloway, London, N.7

T. J. Drakeley, D.Sc., Ph.D. (Lond.), F.I.C., F.I.R.I., F.C.S.—Principal.

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NEW SESSION BEGINS 26th SEPTEMBER, 1938

Prospectus post free on application to the Head of the Department—R. W. West, D.Sc. (Lond.), A.R.C.S., F.I.C.

Telephone: NORTH 1686

OPTICAL TUITION

FOR THE

S.M.C., B.O.A. and N.A.O. DIPLOMA Examinations

Particulars:—

C. A. SCURR, F.S.M.C., F.B.O.A., F.N.A.O., F.I.O., F.C.O., M.P.S.

50 HIGH STREET, BARNET, LONDON, N.

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**BOUGIES
AMPOULES
ANÆSTHETICS
FRIABLE CAPSULES
MICROSCOPIC REAGENTS
OPHTHALMIC PREPARATIONS
ANALYTICAL SOLUTIONS
CATHETER LUBRICATIONS
HYPODERMIC TABLETS
PESSARIES · CACHETS
SUPPOSITORIES
INDICATORS
POWDERS**



**SPECIAL LIST
SENT ON
REQUEST**

★ Manufactured under ideal conditions and controlled by experts

POTTER & CLARKE LTD.

60-64 ARTILLERY LANE, LONDON, E.1

**Grams:* "Horebound, Phone, London."

'Phone: BIShopsgate 4761 (6 lines).

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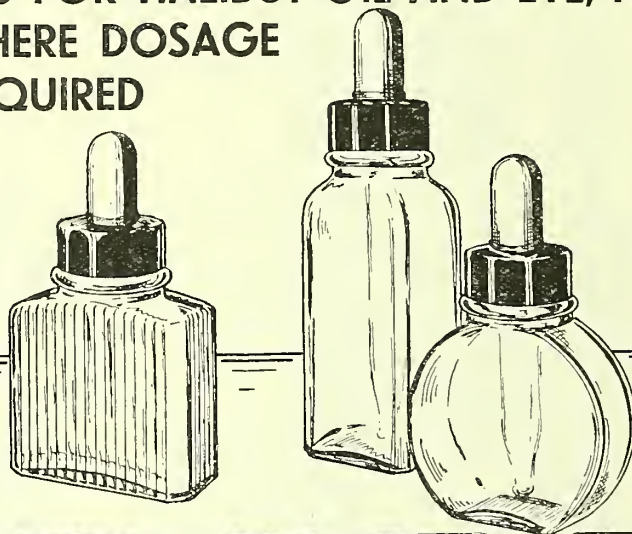
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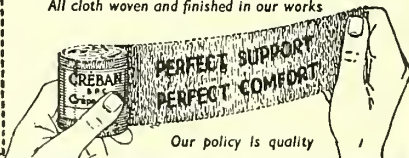
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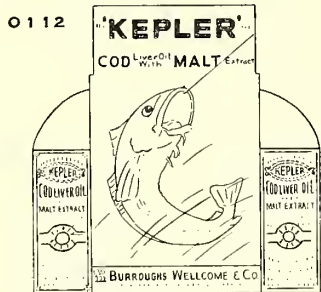
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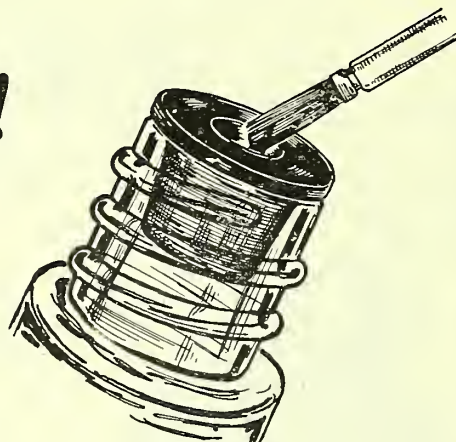
After a long period of experimenting, we have patented the 'Chekevap' Plug, designed to overcome disadvantages associated with packing volatile liquids such as nail-varnishes when used with a brush or similar applicator.

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News of the Week

Business Changes

EASTON CHEMISTS, LTD., 215 Victoria Park Road, South Hackney, London, E.9, are shortly opening a branch pharmacy at 12 Downs Court Parade, Amhurst Road, E.8.

MR. G. E. WILLIAMS, M.P.S., has taken over the business of Mr. Arthur Crossley, M.P.S., at 43 Longstreet Lane West, Stockport, and will carry it on under the style of A. Crossley & Son. Mr. Crossley will continue in business as A. Crossley, M.P.S., at 289 London Road, Hazel Grove, Cheshire.

Proprietary Articles Trade Association

ADDITIONS TO PROTECTED LIST.—Colloidal Chemists, Ltd. (distributors, J. C. Gambles & Co., Ltd.), Dermina reducing cream, 2 oz., 4s. 9d., 38s. doz.; 4 oz., 9s., 72s. doz.; 8 oz., 15s. 6d., 124s. doz., 16 oz., 26s. 6d., 17s. 8d. each.

DELETIONS.—Cussons, Sons & Co., Ltd., White Cross baby powder; Piesse & Lubin, Ltd., Bayley's Chubby shaving stick and refills; Sun-O-Life Co., Ltd., Sun-O-Life brand tablets for boils.

Eire Certificates of Origin

Arising out of the agreement between the Government of the United Kingdom and the Government of Eire signed at London on April 25, 1938, the Revenue Commissioners of Eire have made certain alterations regarding the production of certificates of origin which must accompany goods on importation into that country. Supplies of these certificates can be obtained from the Government Publications Sale Office, 3/4 College Street, Dublin, or through any bookseller. Shippers must furnish such certificates duly completed and signed as provided for in the certificate of origin; they must be attached to the form of Declaration and Consignment Note when consignments of goods affected are tendered to the companies for conveyance to destinations in Eire. The country of origin must be shown, but the description in respect of United Kingdom products should specify Great Britain or Northern Ireland as the case may be. These requirements will operate as from September 1, 1938.

Confectionery Overtime Regulations

Draft regulations made under the Factories Act, 1937, have been issued (H.M. Stationery Office, 1d.) with the title of "The Chocolates and Sugar Confectionery (Overtime) Regulations." Regulation 1 is as follows:—

In the case of any such factory in which there is at the time seasonal or other special pressure of work, but in not more than eight weeks in any year:—

(a) on any weekday other than Saturday, the total hours worked by a woman employed in the manufacture of chocolates or sugar confectionery may, subject to the condition in

Regulation 2, be extended by overtime employment to eleven hours and the period of employment for that woman may extend to thirteen hours, but save as otherwise authorised under Part VI of the Act shall neither begin earlier than seven o'clock in the morning nor end later than nine o'clock in the evening; and

(b) the aggregate number of hours of overtime employment allowed for the factory in the week is hereby increased to ten, subject to the condition that young persons shall not be employed during more than six of those hours.

Regulation 2 deals with intervals for meals or rest, and Regulation 3 allows the aggregate number of hours of overtime allowed to be increased to 150, except for young persons employed during more than 100 of these hours.

Inquests

At Kidderminster recently a "suicide" verdict was returned on an inquest on Jessie F. Bridges, whose death was due to taking a quantity of strychnine.—Evidence that he had taken an overdose of luminal, which had been prescribed for him owing to his epileptic condition, was given at an inquest at Coventry, recently, on Dudley Norton. A verdict of "Death from misadventure" was returned.—A verdict of "death due to poison self-administered" was returned recently at an inquest on George Curtis, Pershore, Worcestershire, who had obtained a quantity of potassium cyanide by stating that it was for killing wasps.—At Paddington, London, on August 29, at an inquiry into the circumstances attending the death of Mrs. I. V. Jago, the coroner recorded a verdict that she died from allonal poisoning self-administered.

Manchester

N.H.I. RESOLUTIONS APPROVED.—At a meeting of chemists on the local National Health Insurance panel, on August 30, resolutions to be put at the Conference of Pharmaceutical Committees, London, September 21, were approved. Mr. David Dickson was elected *Chairman* for the ensuing year.

GOLF.—The annual competition for the Kerfoot trophy and memento, open to members of the Manchester and District Chemists' Golfing Society, was played at Chorley Golf Club on August 24. The leading returns were: Mr. R. Demaine, 69 (trophy); Mr. W. E. Phillipson, 74 (second prize); Mr. T. Miller, 76; Mr. S. M. Bostock, 76. Mr. J. H. Franklin presided at tea and the captain (Mr. J. Hope) expressed the indebtedness of the members to Thomas Kerfoot & Co., Ltd.

The competition of the Manchester and District Chemists' Golfing Society for the Bayer Products prize will be held at Sandiway Golf Club on Wednesday afternoon, September 7.

CONTENTS

See p. 237

Miscellaneous

ANNUAL MEETINGS.—The annual general meetings of the Birmingham Branches of the Pharmaceutical Society and the National Pharmaceutical Union, also of the Birmingham Pharmaceutical Association, will be held at the Imperial Hotel, Temple Street, on September 5, at 8.30 p.m., 9 p.m. and 9.30 p.m. respectively.

IN THE COURTS.—At Bow Street, London, Police Court, on August 24, William Nair, a student, was fined £5 for being in unauthorised possession of cigarettes containing Indian hemp.—At Old Street, London, Police Court, on August 27, Charles Turner was charged with stealing two ten-gallon drums of halibut-liver oil from Lazenby & Ridgwell, Ltd., London, E.C., produce merchants. The magistrate said it was a clear case of receiving, and passed a sentence of six months' hard labour.—At Old Street, London, Police Court, recently, Grossmans Cash Chemists, Ltd., Whitechapel, were fined 20s. for contravention of the Shops (Sunday Trading Restriction) Act. According to police evidence, a woman was seen to enter the premises with a camera and was sold a film.—At Blackpool, recently, J. W. Howorth, M.P.S., was fined £2 in respect of the sale of a poison not under the supervision of a registered pharmacist. Mr. A. C. Castle, prosecuting on behalf of the Pharmaceutical Society, said the preparation was sold during Mr. Howorth's absence at lunch.—Northern Sundries, Ltd., Blackpool, were also fined £1 on summonses for selling a poison in a container not properly labelled, and were further fined for selling the poison when not authorised to do so.

Irish Notes

Miscellaneous

CHILDREN NOT TO COLLECT DRESSINGS.—Derry Guardians, at a meeting on August 27, issued an instruction to medical officers not to issue drugs and dressings to children under fifteen years of age; the chairman stated it was an undesirable practice for parents to send children of tender years to the dispensary for drugs.

IRISH CHEMISTS' GOLFING SOCIETY.—Arrangements for the final outing of the Irish Chemists' Golfing Society, to be held at Woodbrook Golf Club on September 11, are:—Morning: Stroke competition for prize presented by P. C. Cahill & Co., Ltd.; Afternoon: A member and visitor competition against bogey for two prizes. This is the first time members have been allowed to invite their friends to play with them, and the captain (Mr. A. F. Roche) is desirous that they will show appreciation by turning up in large numbers. The first draw is at 10.30 a.m.

CHEMISTS AS BRANCARDIERS.—Under the leadership of Mr. James J. Kerr, Registrar of the Pharmaceutical Society of Ireland, a party of Irish pharmacists and their friends recently served for a period of ten days as brancardiers at Lourdes. Mr. Kerr's party included Mr. J. A. O'Rourke, M.P.S.I., Dun Laoghaire; Mr. J. Maguire, M.P.S.I., Dublin; Mr. T. Burke, M.P.S.I., Cavan; Mr. T. B. O'Sullivan; Mr. G. Kerr; the Misses M. and H. Kerr; Miss U. Hyland; and several others.

Topical Reflections

By Xrayser

National Health Insurance. New and Old

The working of the Australian National Health Insurance Act, when it comes into force (*C. & D.*, August 27, p. 206), will be watched with attention on this side of the world. Until the final touches have been given to the Bill we cannot make an accurate estimate of its value so far as pharmacy is concerned; but we may hope that the features which mark improvement on the terms and conditions of corresponding contracts in this country will be retained or strengthened. As reported to date, the contractual position of Australian pharmacists does not appear to show a substantial advance on that of their British counterparts: however, even a small gain in a matter of this kind is important. On turning to the next page of the same issue I notice that in Scotland the Department of Health has issued a somewhat expensive set of Regulations, which, it appears, are mainly a consolidation of existing ones. The statement that "the Drug Tariff shall include standards of quality for drugs and appliances" leaves our withers unwrung; so important a detail was, if I am not mistaken, provided for at the inception of the system. Regulation 39, enabling the Department "to appoint one, two or three persons to hear and determine an appeal instead of three in every case, as at present," is, in my view, a retrograde step. I submit that in any matter affecting the professional honour and the livelihood of anyone under contract with an insurance committee, a committee of inquiry should never consist of less than three persons unless it is feasible to appoint for this purpose a stipendiary magistrate or a barrister of, say, ten years' experience. The reference to National Health Insurance in the Ministry of Health annual report, of which you gave a lengthy summary in your issue of August 20 (p. 198), affords cold comfort for those who are shortly to consider the position of N.H.I. contracts south of the Border. The average number of prescriptions per person, and the average cost per prescription, increased, "but it was necessary to discount by rather less than 7 per cent. the dispensing fees payable." Inspissated irony of this kind warns us of coming difficulty.

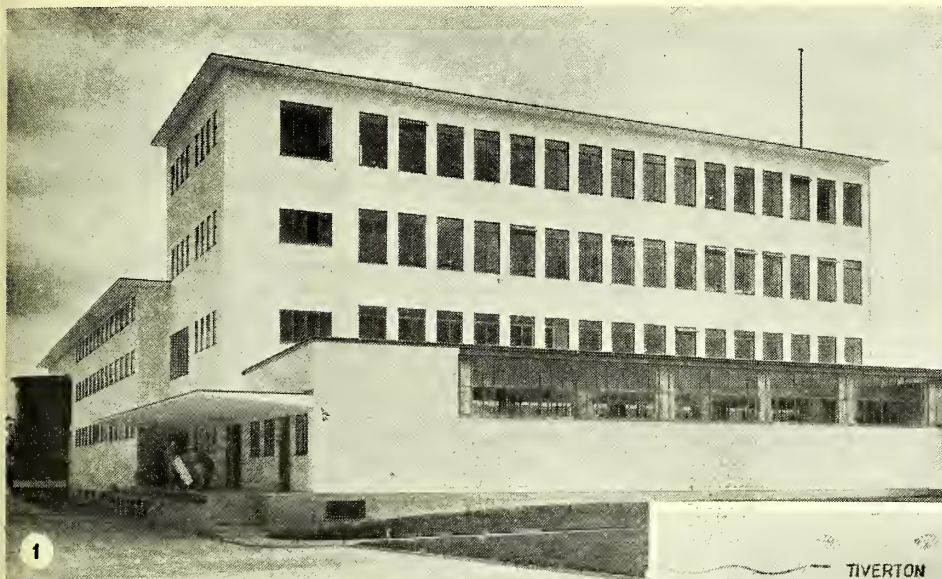
Jupiter Returns

John Ayrton Paris may or may not have been the first person to make the quaint suggestion that the abbreviation for "Recipe" in prescriptions was once an invocation to Jupiter; but he was among the worst, for he should have known better.

To encounter this heresy again in your Retrospect (p. 226) was refreshing. The late Mr. A. C. Wootton, in his "Chronicles of Pharmacy," devoted nearly nearly two pages to the subject, and cited a passage (without agreeing with it) in which Paris made matters worse by blandly introducing the locution "it is not perhaps generally known." It is not. In the "Delle Abbreviature nella Paleografia Latina" of Z. Volta (pp. 73, 74), a list of thirty words for which "R" is the recognised abbreviation is given. I quote the first nine: "Regius, regni, rex, regina, Roma, Romanus, rogare, res, retro." The list includes "recipere," which infinitive may be taken as covering "recipe." The added downstroke is a coalescence of the arithmetical plus sign with the "R," and signifies "R plus what belongs to it"—in this case "eipe." In your Special Issue of June 30, 1934, there are shown two typical ways of writing the abbreviation, one (p. 725) with the downstroke detached and the other (p. 720) with it carried through the tail of the letter in the form of a loop.

Photographic Artists as Traders

A remark in the "British Journal of Photography," quoted in your editorial article on p. 216, sets one thinking. We read: "It is perhaps not always recognised that there is an increasing number of 'photographic chemists' (self-styled though they may be) who are by no means ignorant of the subject and are willing to pass their views on to the man or girl who looks and laments. . . ." It is very good of this authority to recognise at this time of day, that several of us are not entirely ignorant of photography, and that those of us who, as he proceeds to suggest, carry on business in alluring shops in suburban districts are taking up the subject in all directions. It may be suggested that, after all, not less study is required to master the intricacies of different makes of cameras, with their appurtenances, than to manipulate studio apparatus which presumably lasts a lifetime and continues to occupy the same prearranged space. But the real significance of such a comment for pharmacists in business is that it may foretell increasing competition in a field already well occupied. As you point out on the previous page, a larger number of holidays with pay should mean larger sales of photographic apparatus and materials. It should be our concern to see that we are not dislodged from our position as advisers—may I add "in chief"?—to those who are not experts in the handling of cameras.



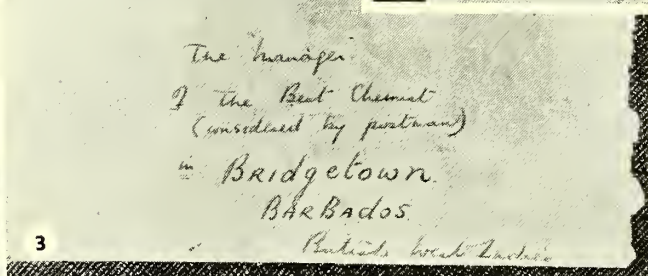
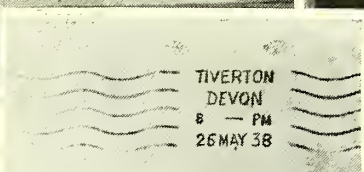
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News in Pictures

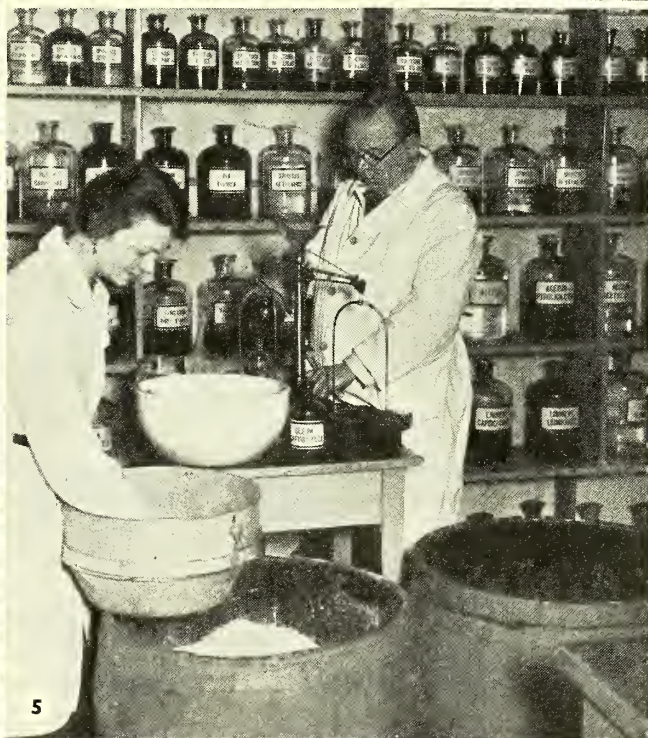
1. **ROCHE'S NEW PREMISES**—View of new building, showing offices and laboratories, of Roche Products, Ltd., Welwyn Garden City. 2. **WEDDING**—Miss E. F. Murdoch, M.P.S., on the occasion of her marriage (see page 235). 3. **POSTMAN'S CHOICE**—Envelope addressed to "The Manager of the Best Chemist (considered by the Postman), Bridgetown, Barbados, British West Indies," and delivered to Knights, Ltd., Broad Street, Bridgetown.



3



4



5

4. **STEREOCHEMIST AT ELEVEN**—Miss Pamela Wrinch, made life member of British Association for molecular-structure models constructed by her for her mother, Dr. Dorothy N. Wrinch.

5. **SNUFF-MAKING IN A GERMAN PHARMACY**—A pharmacist at Schneberg, Germany, preparing a batch of Schnupftabak ("snuff tobacco") according to his private recipe.

Imperial and Foreign News

Australia

COMPULSORY REGISTRATION OF VETERINARY FORMULAS, VICTORIA.—A Stock Medicines Act, which makes compulsory the registration of all medicines sold for veterinary treatment of stock, and prohibits the sale of unregistered medicines, is now law in Victoria. Manufacturers of stock medicines are required under the Act to supply to the board confidentially the formulas of their preparations, but pharmacists are allowed to dispense veterinary prescriptions and extemporaneously prepared medicines.

CONTROL OF APPRENTICE-MASTERS, SOUTH AUSTRALIA.—Regulations promulgated under the Pharmacy Act, 1935, by the Pharmacy Board of South Australia make it compulsory for chemists to whom apprentices are indentured to instruct them personally or to cause them to be instructed in weights and measures and their conversion from the metric system to the imperial system; use of all usual and necessary apparatus; preparation of stock solutions for dispensing, percentage solutions, official solutions, glycerins, mucilages, syrups and liniments as from time to time specified by the Board; preparation of simple galenicals involving extraction by means of water and alcohol, such as extract of gentian, infusions, tincture of orange, liquid extract of senna, solution of lemon, A.P.F., and ointments, as from time to time specified by the Board; use of percolator in preparation of extract of cascara sagrada and syrup of wild cherry; processes used for dispensing; dispensing at least three sets each of cachets, capsules, emulsions, ointments, pessaries, pills, powders and suppositories. They must also see that the apprentice has the notebooks prescribed by the regulations, and that he enters adequate notes of the instructions given. Failure on the part of a chemist to carry out such obligations constitutes an offence for which penalties are set out in the Regulations.

NAME RESTORED TO REGISTER.—Recently, at Brisbane, Mr. E. A. Roush appealed against the removal of his name from the Register of Pharmaceutical Chemists for alleged infamous conduct in a professional respect. He had been found guilty by the Pharmacy Board on December 17, 1937. In the appeal, the defence urged that the passing of the by-law which prohibited chemists from advertising that they could cure or treat human diseases did not constitute such advertising infamous conduct. The judge found that the charge was not reasonably upheld on the evidence he had heard. If the profession had imposed upon itself a body of rules for the guidance of its members, which rules were observed generally, he would have no hesitation in giving effect to them, but he took the view that there were no such rules. He therefore set aside the order of the Pharmacy Board and directed that the Board restore Mr. Roush's name to the Register and pay the taxed costs of the appeal. He concluded: "Although I have found in favour of the appellant . . . I think there is much of his conduct that is to be deprecated . . . If the claim is substantiated that the appellant has been guilty of repeated breaches of the Health Regulations, he is open to be convicted, and if he is convicted, then, in the proper course, the Board can strike his name from the Register."

Dutch East Indies

RESEARCH INSTITUTE RE-NAMED.—The Central Laboratory of the Public Health Service, Batavia, Java, has been re-named "Eijkman Institute" on the occasion of its fiftieth anniversary, in honour of Dr. C. Eijkman, its first director, who died in 1931. Dr. Eijkman made the discovery that polyneuritis gallinarum, a disease akin to beri-beri, could be induced in hens by feeding them exclusively on highly polished rice.

Italy

LEVANT SAMPLES FAIR.—The Levant Samples Fair, Bari, Italy, September 6 to 21, will include fancy goods and chemistry sections. At last year's Fair ninety-five firms were present from Great Britain; sixty-five from Palestine; twenty-five from Egypt; sixteen from India; eight from Canada; and two each from Ceylon and the Anglo-Egyptian Sudan. Reductions in fares by steamship, rail and air are offered to intending visitors.

Egypt

PRICING DECREE.—After January 1, 1939, pharmaceutical specialities imported into Egypt for retail sale must bear on each unit the retail selling price; the import duty of 10 per cent. *ad valorem* will be levied on the prices marked.

LEPROSY CONVENTION STAMP ISSUE.—In connexion with the International Congress on Leprosy, which was held in Cairo from March 21 to 27, the Egyptian Government has issued commemorative stamps bearing an illustration of part of the plant *Hydnocarpus Wightiana*, the source of hydnocarpus oil. The stamps issued are in the denominations of five, fifteen and twenty mills. Delegates from fifty countries attended the Congress, which was the first to which Governments were invited to send official representatives. The previous Congress was held fifteen years ago.



South Africa

DISPENSING CHARGES.—In a further article dealing with the pricing of work done in the dispensing department (see also *C. & D.*, July 30, p. 97), the "South African Pharmaceutical Journal" suggests that the correct basis of charging for dispensing should be cost of ingredients, plus 60 per cent. of that figure to cover profit required, plus time charge, to include all clerical work and wrapping. The time-charge rate should be on the basis of fair recompense to the pharmacist working whole time at full normal pressure. To this end a number of representative prescriptions were given to a group of dispensers, and the time taken by them for each class of item (mixture, cachets, powders, etc.) averaged out. From these a fair average day's work for a competent dispenser can be computed and a rate-per-minute factor arrived at that bears a relation to the salary paid to the dispenser. An example given was: Materials, 10d.; plus 60 per cent. profit = 1s. 4d.; time required, twelve minutes at 2½d. per minute, 2s. 6d.; total, 3s. 10d.

United States

PRESCRIPTION STATISTICS.—In a survey recently made by the New Jersey Board of Pharmacy, it was found that drug stores (pharmacies) throughout the United States dispense only about 200,000,000 prescriptions annually, or about one-and-a-half per inhabitant. In New Jersey 1,877 pharmacies dispensed 5,993,972 prescriptions during 1935, or not quite nine prescriptions per store per day.

AMERICAN PHARMACEUTICAL ASSOCIATION.—Among the scientific papers read at the 1938 meeting of the Association were the following:—"Hydrogenated Castor Oil in Ointments" (the author found sulphonated hydrogenated castor oil superior to sulphonated castor oil as an emulsifying liquid for liquid emulsions and cosmetics and as a detergent); "On the Reduction of Alkalinity of Hypochlorite Solutions with Sodium Bicarbonate" (the authors explain this phenomenon as being due to a re-grouping of OH and HCO₃ ions into CO₃ and H₂O groups, and not to repression of ionisation by the common Na ion, as previously suggested by some writers); "A Study of Mastic in the Preparation of Enteric Medicaments" (mastic-talc and mastic-magnesium sulphate are investigated for their usefulness as pill-coatings); "Decomposition of Citric Acid by Ferric Iron" (the authors find decomposition due to oxidation of part of the acid to carbon dioxide and reduction of the iron to soluble ferrous salt); "Preparation of Emodin from Chrysarobin" (method described); "Cultivation of *Ephedra Sinica* in South Dakota" (authors maintain that the plant is climatically adapted to the locality; four-year-old stems developed an ephedrine content of 0.818 per cent.); "Increase of Bactericidal Action by Variation of pH" (the author found that decrease in pH usually corresponded with an increase in germicidal effect).

Company News

Stock Exchange Prices

P.C. means Private Company and R.O. Registered Office

CITY LABORATORIES, LTD. (P.C.).—Capital £500 Objects: To carry on the business of analytical laboratories and consulting chemists, etc. R.O.: 27 Fetter Lane, E.C.4.

ROYZONA, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of osteopathic and electro therapists, etc. The first directors are to be appointed. R.O.: 5 Liverpool Gardens, Worthing.

YORKSHIRE FUMIGATION SERVICES, LTD. (P.C.).—Capital £1,000. Objects: To acquire the business of fumigators carried on by Hilton Hirst & Co., Ltd.; H. Hardy; J. S. Hardy, and F. Hardy at Rods Mills, Morley, Yorks.

ASHVALE CHEMISTS, LTD. (P.C.).—Capital £500. Objects: To acquire the business of a drug stores carried on at Ash Vale, Surrey, as "The Ash Vale Drug Stores." B. M. A. Williams, 6 Shawfield Road, Ash Vale, Surrey, director.

MINERALS, FIBRES, LTD. (P.C.).—Capital £1,000. Objects: To acquire mines and other properties, to manufacture and deal in chemicals, fibres, etc. Septimus Rhys, 52 Robson Road, W. Worthing, director. R.O.: 26-28 Mark Lane, E.C.3.

WARNER PRODUCTS, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in powders, soaps, ointments, perfumes, toilet requisites, etc. Solicitor: J. Rothwell Dyson, 31 Queen Victoria Street, E.C.4.

NORMAN FOWLER, LTD. (P.C.).—Capital £2,500. Objects: To acquire the business of chemists and druggists carried on by J. J. Thomas (Cambridge) Ltd., at 34 Trinity Street, Cambridge. Robert Hutchinson, 466 Idle Road, Bradford, director.

BIO THERAPY, LTD. (P.C.).—Capital £10,000. Objects: To carry on the business of manufacturers of and dealers in vaccines and medicines, chemists, druggists, etc. The first directors are to be appointed. Solicitors: Sutton Ommanney & Oliver, 7 and 8 Great Winchester Street, E.C.2.

J. P. BATE, LTD. (P.C.).—Capital £2,000. Objects: To carry on the business of chemists and druggists, manufacturers of and dealers in drugs, medicines, perfumery, etc. Joseph P. Bate (permanent chairman and governing director), 22 Queensgate, Bolton. R.O.: 20 Eastcheap, E.C.3.

R. B. LOWE (BIRMINGHAM), LTD. (P.C.).—Capital £500. Objects: To carry on the business of dealers in and refiners of precious and base metals, analytical and metallurgical chemists, etc. Ronald B. Lowe, Three Horse Shoes, Poolbrook, Malvern, director. R.O.: 208 Moseley Street, Birmingham.

MIKROKEMIA CHEMICAL MANUFACTURERS, LTD. (P.C.).—Capital £500. Objects: To carry on the business of manufacturers and dealers in chemicals, drugs, medicines, and all pharmaceutical requirements, etc. The directors are Walter Barkany, Budapest, Jack O. Gore, London, S.E.12, and Robert S. Hughes, Dagenham, Essex. R.O.: 15 New Bridge Street, E.C.4.

WATSONS CHEMISTS (HULL), LTD.—At a meeting held in Kingston recently it was resolved that this company be wound up voluntarily. Mr. E. C. Mallett, St. Mary's Chambers, Lowgate, Hull, was appointed liquidator.

AZIADE, LTD.—Notice has been given in "The London Gazette" that a meeting of the creditors of the above-named company has been convened for September 28 at 24 Walbrook, London, E.C.4.

TELL & CO. (PHARMACEUTICAL MANUFACTURERS), LTD.—At a meeting held recently it was resolved that this company be wound up voluntarily. Mr. G. F. Pykett, College Hill Chambers, London, E.C.4, was appointed liquidator.

RADIO TOILET PRODUCTS, LTD.—Notice is given in "The London Gazette" that a meeting of the creditors of the above-named company has been convened for August 31 at 40 Winchester House, Old Broad Street, London, E.C.2.

£1 shares unless otherwise stated	Dec. 31, 1937		July 29, 1938		Aug. 30, 1938	
	s.	d.	s.	d.	s.	d.
Allen & Hanburys, 7% Prefd. Ord. ...	26	0	26	3	27	4½
Amalg. Dental Co., 8% Prefd. Ord. ...	25	6	26	3	26	0
Deferred £1 ...	14	0	13	3	13	0
Aspro, Ltd., 5s. shares ...	16	6	20	0	17	3
Ayrton, Saunders & Co., 7½% Pref. ...	25	6	23	3	23	3
Beechams Pills, Deferred 5s. shares ...	58	9	55	3	55	0
Benger's Food, Ord. ...	39	6	20	0	19	3
Benzol & By-Products cum. part. Pref. ...	12	6	13	6	14	9
Berger (Lewis) & Sons, Ord. ...	56	3	52	3	51	9
Blundell Spence & Co. ...	16	3	13	6	13	3
Boake (A.), Roberts & Co., 5% Pref. ...	22	0	20	6	20	6
Boots Pure Drug, Ord. 5s. shares ...	45	6	42	6	40	0
Boots Pure Drug, 7% "A" Prefd. Ord. ...	33	0	33	0	32	9
Boots Cash Chemists (S.), 6% "A" Prefd. ...	29	0	29	0	28	9
Borax Consol., Dfd. Ord. ...	27	0	26	3	25	0
Bovril, Ord. ...	26	6	28	6	27	9
Dfd. ...	22	6	20	3	20	0
British Industrial Plastics (formerly British Cyanides), Ord., 2s. shares ...	2	7½	2	9	2	9
British Drug Houses, The, Ord. ...	24	3	22	0	21	3
British Glues & Chemicals, 4s. Ord. ...	5	9	5	0	4	10½
British Oil and Cake Mills, Prefd. Ord. ...	46	6	45	0	45	0
British Oxygen, Ord. ...	82	6	72	6	66	3
British Photo. Indus., 6% Cum. Pref. ...	3	6	3	6	3	6
Burt, Boulton & Haywood, Ord. ...	20	6	19	9	19	3
Bush (W. J.) & Co., 5% Pref. £5 ...	105	0	103	0	103	0
Callard, Stewart & Watt, Ord. ...	4	6	2	9	6	3
Cooper, McDougall & Robertson, Ord. ...	33	0	28	0	27	0
Crosfield (Joseph) & Sons, 6½% Pref. ...	30	0	29	0	29	0
Dubarry Perfumery Ord. 1s. ...	2	7½	2	0	2	3
7½% Pref. ...	22	6	21	3	21	3
Eno Propriet'y, Ord. 5s. ...	6	1½	6	0	6	0
Evans Sons Lescher & Webb, Ord. 6s. 8d. shares ...	5	3	3	3	3	3
6% cum. part. Pref. ...	7	9	6	3	6	3
Field (J. C. & J.), Ord. ...	23	9	23	3	23	9
Galloway (P. H.), Ord. 2s. ...	3	0	2	10½	2	9
7½% Cum. Pref. ...	26	6	26	9	26	3
Genatosan, Ltd., 1s. ...	6	4½	4	9	4	6
Gossage (William), 6½% Pref. ...	30	0	28	6	29	0
Greiff-Chemical H'dings, Cum. Pref. 10s. ...	9	6	10	0	10	0
Ord. 5s. ...	6	10½	6	6	6	3
Griffiths Hughes (Kruschen), Ord. ...	15	0	11	6	9	9
Groat & Co., Ord. ...	13	0	8	9	8	6
Hodders, Ord. 1s. ...	0	9	0	9	0	6
Iford, Ltd., Ord. ...	28	9	26	9	29	10½
6% Pref. ...	25	6	26	0	26	3
Imperial Chemical, 7% Pref. ...	33	6	33	3	31	10½
Ord. ...	35	0	31	6	30	3
Intern. Sponge Importers, 6% Pref. ...	7	3	4	9	3	6
Knight (John), 25% Prefd. Ord. ...	100	0	92	9	92	6
Laporte (B.) & Co., Ltd., Ord. ...	90	0	86	3	86	3
Lever Bros., Ltd., 7% Pref. ...	31	3	31	0	30	6
8% Pref. ...	33	3	32	10½	32	0
20% Prefd. Ord. 5s. ...	21	0	19	9	19	4½
Lewis & Burrows, Ord. ...	24	9	23	9	23	9
6% Pref. ...	22	0	21	3	21	3
Liebig's Ext. of Meat, Ord. £5 ...	£15½		£16		£16½	
Macleans 6% Red. Pref. ...	22	9	22	6	22	6
Mellin's Food, 6% Pref. ...	1	6	1	9	1	10½
Nathan, J. (Glaxo), 7% Pref. ...	23	6	22	6	23	6
8% Prefd. 10s. ...	13	0	11	0	10	9
Ord. 1s. ...	6	10½	4	7½	4	7½
Pears (A. & F.), 5% Deb. £100 ...	£110		£109		£109	
Reckitt & Sons, Ord. ...	103	9	107	6	107	0
Sangers, Ord. 5s. ...	23	0	23	3	22	9
"Sanitas," The Co., 9% Pref. ...	29	1½	27	0	27	6
Sanitas Trust, 10% partic. Pref. ...	29	4½	28	0	28	6
Smith (Stephen) & Co., Ord. 5s. ...	10	9	9	3	9	6
Spratt's Patent, Ord. ...	58	9	47	6	45	7½
Stevenson & Howell, 6½% Cum. Pref. ...	25	0	23	6	24	0
United Glass Bottle Man., Ord. ...	49	6	49	0	48	6
Veno Drug Co., 8% Pref. ...	24	9	26	9	26	6
Virol, Ltd., Ord. ...	31	3	30	0	28	9
7% Pref. ...	24	0	24	9	24	9
White (A. J.), Ltd., Ord. 10s. ...	18	6	17	0	17	3
White (Timothy) & Taylors, 7½% Pref. ...	29	9	30	6	30	6
Ord. 5s. ...	26	6	25	6	24	9
Woodlands, Chemists, Ord. 5s. ...	1	0	1	1½	1	0½
Wright, Layman & Umney (1932), 7% cum. Pref. ...	24	0	23	9	23	0

Nicotinic Acid

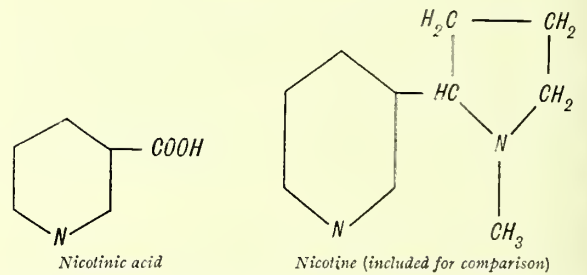
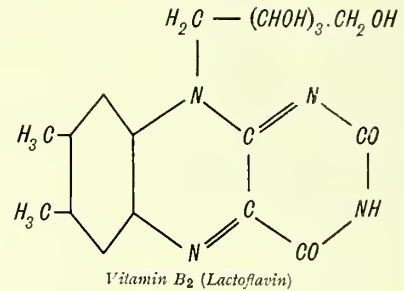
By Magnus Pyke, Ph.D., A.I.C.

NICOTINIC acid has recently been discovered to be the vitamin that prevents the disease pellagra. This disease was first described in Spain in 1735. Since that time it has occurred in France, Hungary, Roumania, Turkey and Greece. To-day it is still prevalent in Egypt, Italy and the United States. Pellagra has always been associated with a poor diet and more particularly with the eating of maize. Since 1912 it has been suspected that it was due to dietary deficiency, and during the investigation of the group of vitamins at first called vitamin B it was thought that vitamin B₂ was the factor specifically lacking. Now it is known that vitamin B comprises at least four substances; vitamin B₁ or aneurin is the anti-beriberi factor. Its composition was elucidated in 1930. Lactoflavin is a second B vitamin, the structure of which was discovered in 1933. The structure of vitamin B₆, which cures a skin disease of rats, is still unknown. The fourth factor, previously called the "P.P.-vitamin," has now been found to be nicotinic acid. Chemically, nicotinic acid is a comparatively simple substance derived from the oxidation of nicotine. The principal symptoms of pellagra are symmetrical redness of those parts of the body exposed to light, such as the forearms, chest, cheeks and hands. Mental disturbances and digestive troubles, generally with constipation, also arise. An apparently analogous disease of dogs called "black tongue" causes necrosis and gangrene of the animals' tongues, and usually ends in death. At least four groups of workers have shown that nicotinic acid or its amide has a dramatically curative effect on these diseases. The usual human daily dose is from 25 to 60 mgm., although amounts up to 300 mgm. have been used. Unfortunately, some patients exhibit intolerance to nicotinic acid.

Vitamin B Complex

The discovery that nicotinic acid is a member of the vitamin B complex has an interest beyond its clinical significance. Nicotinic acid forms part of an enzyme substance, "cozymase," which appears necessary to implement that stage of carbohydrate oxidation in the body at which lactic acid CH₃-CHOH-COOH is formed. The living body is a machine in which the bulk of the energy is produced by the combustion of carbohydrate. Glucose, CH₂OH-CHOH-CHOH-CHOH-CHOH-CHO, the fundamental carbohydrate, is the fuel which enables muscles to do work. In order that energy may be produced from glucose at the comparatively low temperature at which the body is maintained, a series of enzymes is necessary so that the glucose may be smoothly broken down through a gradation of products of simpler and simpler chemical constitution, of which lactic acid is one, until CO₂ and H₂O are finally reached and all the available chemical energy of the carbohydrate has been given up. Some of the enzymes which enable this biochemical combustion to proceed from one stage to the next are produced by the body itself. Certain others of them, however, must apparently be supplied almost complete from outside: that is to say, in food. Of these, the substances grouped under the heading of the "vitamin B complex" play an interesting part. The first vitamin B fraction, vitamin B₁, forms the co-enzyme which in certain tissues is necessary to enable glucose combustion to pass the stage of pyruvic acid CH₃-CO-COOH. The second fraction, lactoflavin, makes up the final enzyme, without which oxygen cannot easily combine with ultimate products of sugar metabolism to form CO₂. And now the third factor, nicotinic acid, is shown also to be concerned. In a sense, therefore, one can read an underlying significance in the fact that the various vitamin B substances composing the complex are found associated in foodstuffs since

through which energy is derived from carbohydrate. Each of the substances intervenes at a different place in the sequence of changes leading from CH₂OH-CHOH-CHOH-CHOH-CHOH-CHO, which is glucose, to 6CO₂ and 6H₂O and the production of energy, and each is chemically dissimilar from the others, as can be seen from their formulas:—

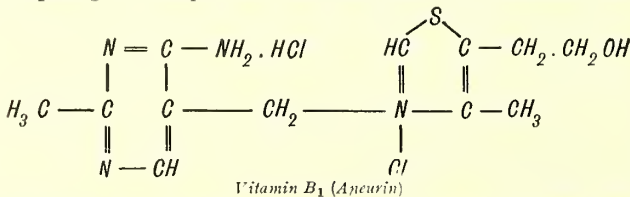


The distribution of nicotinic acid in foodstuffs has not yet been quantitatively worked out. In the past, wheat embryo, yeast, liver extract and other foods with outstanding nutritional properties have been used in the treatment of pellagra and are, therefore, presumably rich in nicotinic acid. One must always remember, of course, that, apart from the scientific interest of the discovery of the chemistry of another vitamin, essentially vitamins are food constituents and, except in cases of clinical emergency, the best way to acquire a sufficiency of them is by adopting an adequate diet.

"C. & D." Retail Price List

THE index of drug prices for the month of August remained at the same figure as July, that is, 155.2, compared with 152.7 in the corresponding month of last year. There are several changes in prices, but they belong to the class where turnover is comparatively small, thus the index is practically unaffected. The index for surgical dressings remains at the same figure as in July, that is, 138.3, compared with 138.5 in August 1937. The important changes in retail selling prices are:—

Cost		Drugs and Chemicals	Selling Price			
d.	per		16 oz. s. d.	4 oz. s. d.	1 oz. s. d.	1 dr. s. d.
39	lb.	Anthemidis flores exot.	4 10	1 5	0 5	0 1
33	lb.	Anthemidis flores exot. sec.	4 1	1 2	0 4	—
36	lb.	Anthemidis florum exot. pulv.	—	1 4	0 5	0 1
10	oz.	Araroba	—	—	1 6	0 3
14	lb.	Cetraria Islandica	1 9	0 6	0 2	—
32	lb.	Derris pulv.	4 0	1 2	0 4	—
60	lb.	Elixir ephedrin	—	2 2	0 7	—
7	oz.	Ol. cinnamomi fol.	—	—	1 1	0 2
120	lb.	Ol. menthae Jap. (dementh.)	—	4 3	1 2	0 2
72	lb.	Parogenum iodi B.P.C.	—	2 8	0 9	0 2
66	lb.	Tr. senegaë	—	2 4	0 8	0 2



three of them at least are concerned in the chain of reactions

Confectionery Exhibition

THE eleventh annual Chocolate and Confectionery Exhibition (advertised as "The Sweet Show" to distinguish it from the Bakers' and Confectioners' Exhibition) opened at Earl's Court, London, S.W.5, on August 31. The Exhibition is organised by the Manufacturing Confectioners' Alliance, Incorporated, by whose president (Mr. J. G. Mathieson) the formal declaration of opening was made at an official luncheon.

Several manufacturers showed flavouring essences. Amongst them were W. J. BUSH & Co., LTD., who were featuring fruit and aromatic essences, essential oils, floral ottos, vanillin, colours and Eesi-Flo fruit concentrates, the last-named being the theme of a periodically-shown film dealing with Messrs. Bush's new fruit-essence factory; the film demonstrated the cultivation and expression of various fruits and their subsequent concentration. FREDERICK BOEHM, LTD., incorporated two dioramas, depicting cultivation of raw materials, in a stand at which fruit extracts, enzymes, invert sugar and confectionery emulsifiers were set out for inspection. STEVENSON & HOWELL, LTD., showed flavouring and colouring essences under the Red Ball, Verpine and Fruitex brands. POLAK & SCHWARZ (ENGLAND), LTD., were featuring similar materials. Corn syrup and glucose were offered by CORN PRODUCTS, LTD.; GLUCOSE AND BY-PRODUCTS, LTD.; and TUNNEL GLUCOSE REFINERIES, LTD. Several makers of confectionery included medicated sweets in their exhibits. Among these may be mentioned TEASDALE & Co., LTD. (Nipits, etc.) and FRYER & Co. (NELSON), LTD. (Victory-V gums).

The importance of wrapping in the confectionery trade was reflected in the number of exhibitors concerned with either materials or machinery, and in the claim made by a luncheon speaker that the development of wrapping machinery had resulted chiefly from the requirements of this industry. Transparent wrapping materials were being exhibited by, among others, BRITISH CELLOPHANE, LTD., and TRANSPARENT PAPER, LTD.; sealing tapes by BEIERSDORF, LTD., and A. DE ST. DALMAS & Co., LTD. (who also offered first-aid cases); and machinery by BAKER, PERKINS, LTD., and PAILLARD & BENOIT (S.I.S.) WRAPPING MACHINES, LTD. Show material and shop-fittings were represented by DUDLEY & Co., LTD., and J. C. KING, LTD. (who had at the stand examples of a range of 700 new display papers and an entirely new background material in the form of rucked metal foil ready mounted on paper). A most extensive range of glass jars, tumblers and other glassware was to be seen at the stand of JOHNSEN & JORGENSEN FLINT GLASS, LTD.; another exhibitor in this category was E. DUNCAN DORING. The WALSALL LITHOGRAPHIC Co., LTD., displayed numerous examples of the embossed seals and labels for which they have a wide reputation, and in the chocolate section CADBURY BROS., LTD., were well to the fore. A new class of exhibitor was exemplified in SCOTT'S LIBRARIES, LTD., who offered facilities for inaugurating library departments. This year a silver cup valued at twenty-five guineas was offered by the Ceylon Coconut Board for the best confectionery series in which coconut was a main ingredient.

Leasehold Property Repairs

IMPORTANT restrictions have recently been imposed on landlords (under the Leasehold Property (Repairs) Act, 1938), in respect of their taking action against their tenants for breaches of repairing covenants. Formerly, landlords could either recover damages for breach of the covenant, or else forfeit the lease, but they will not be able to do so in the future, in the cases to be presently mentioned, unless certain formalities are observed and unless the sanction of the Court is obtained for the purpose. The above Act is limited in its operation, but it is not restricted to dwelling houses, it will apply equally to premises which are partly used for the purpose of a trade or business, such as shop premises with living accommodation above. In order that the Act should apply, the following main conditions must be present, viz: (a) The rateable value of the premises must not be over £100. (b) The original term for which the lease was granted must not be less than twenty-one years. (c) The tenancy must at the date in question have at least five years to run. The date of the lease, however, is immaterial, and so likewise is the date when the repairing covenant may have been broken by the tenant. Where a tenant has neglected to keep the premises in a proper state of repair, and the landlord desires to take action against the tenant, he must comply with the following requirements, that is to say, if the circumstances are as above stated so as to make the Act applicable.

Notice and Counter-Notice

The landlord must in the first place serve the tenant with a notice. This notice must indicate the dilapidations and require the tenant to remedy the same, but further the notice must state that the tenant is entitled under the Act to serve the landlord with a counter-notice (to the effect stated below), within twenty-eight days of the landlord's notice, indicating at the same time how the counter-notice may be served and specifying the name and address for service of the landlord. Upon receipt of the notice, the tenant, if he desires to avail himself of the protection of the Act, must serve the landlord within twenty-eight days with the counter-notice, above mentioned, to the effect that the tenant claims the benefit of the Act. Where such a counter-notice has been duly served, the landlord will not be able to take any steps against the tenant except with the leave of the Court. He can neither bring an action for damages nor can he forfeit the lease without such leave. It should be noted, however, that there are exceptional cases in which although the case is otherwise within

the Act, the above restrictions will not apply, and one is, where the tenant has undertaken to put the premises in repair either upon taking possession or within a reasonable time thereafter.

In cases to which the Act applies, and the landlord accordingly is obliged to obtain the leave of the Court before taking any action against the tenant, the Court will have a complete discretion as to whether or not leave should be granted, but in any case the Court cannot grant leave unless the landlord can prove:—

(a) That the value of the reversion, i.e., the property has been or will be substantially diminished by reason of the tenant's neglect to repair.

(b) That it is necessary to put the property immediately into a proper state of repair, so as to comply with any statutory or quasi-statutory enactment (such as the London Building Acts or the Housing Act, for example), or with any requirement of a local authority (such as a notice to repair an insanitary house given by a housing authority).

(c) In cases in which the tenant does not occupy the whole of the house, that his immediate putting of the premises into repair is required in the interests of the occupier of the house or any part thereof.

(d) That the cost of putting the premises into repair at once would be small, in comparison with the much greater expense which would be entailed if the execution of the necessary work were postponed.

(e) That any other special circumstances are present which render it just and equitable that leave should be given.

In granting or in refusing leave, the Court may impose terms and conditions on either or both parties. It is important to observe, in addition, that if a landlord decides to recover his costs and expenses in employing a surveyor and solicitor to deal with the tenant's breach of the repairing covenant, he must, if the case is within the Act, adopt the above statutory procedure of serving the tenant with the above notice, and on receiving the tenant's counter-notice, applying to the Court for leave to take proceedings. And, in fact, it is when making the necessary application for leave that the landlord must at the same time ask the Court to deal with the question of such expenditure incurred by him in employing a surveyor and a solicitor in connexion with the tenant's dilapidations. And the Court, in dealing with the question of whether leave should or should not be granted, will direct whether the landlord is to recover the whole or any part of such expenditure.

Trade Notes

HAIR AND BEAUTY FAIR.—The Hair and Beauty Fair will be held at the Empire Hall, Olympia, London, N.W., from September 20 to 29.

CYSTEX.—Knox Laboratories, Ltd., 81 Lamb's Conduit Street, London, W.C.1, announce the introduction of a new and smaller size of Cystex.

HEMOCHROMIN is a new liver and iron combination introduced by G. W. Carnrick Co. The agents in this country are Brooks & Warburton, Ltd., 232-240 Vauxhall Bridge Road, London, S.W.1.

CARNEGIE BROTHERS, LTD., 227-229 Essex Road, London, N., invite buyers of aloin, bismuth, chrysarobin, podophyllin, salicylates, strychnine and other alkaloids to write to them for quotations. [Corrected note.]

PRICE REDUCTIONS.—Glaxo Laboratories, Ltd., Greenford, Middlesex, announce price reductions in regard to Ostocalcium tablets (tins of 500) and Syrup Minadex (80-oz. winchesters). There is no alteration in price of any other sizes.

POT-POURRI.—Potter & Clarke, Ltd., 64 Artillery Lane, London, E.1, have issued their 1938-39 price list of pot-pourri in art containers. Profusely illustrated in full colour, this list should certainly be studied by chemists when considering their stocks of Christmas gift lines.

PHARMACEUTICAL APPARATUS.—William Gardner & Sons (Gloucester), Ltd., Bristol Road, Gloucester, are the suppliers of an excellent machine for the small-scale production of such preparations as headache powders, beauty creams, etc. The machine can also be used for grinding only or for grinding and compounding materials.

CHRISTMAS PERFUMERY.—Zenobia, Ltd., Loughborough, Leicestershire, are about to issue a folder devoted to their Zen-art hand-painted perfumery and gilt novelties. This folder has been compiled in such a way that the retailer may show it to his customers, since it only reveals the retail prices, the wholesale prices being issued separately.

BADGER SHAVING BRUSHES.—Foister Brushes, Ltd., 15 Hatton Wall, Hatton Garden, London, E.C.1, inform us that they intend to call the attention of the public, through the lay Press, to their wide range of badger shaving brushes. These are available in several grades and are neatly packed. Further details relating to the brushes are given in the company's advertisement in this issue.

CHEKEVAP PLUGS.—Manufacturers and others concerned with the packing of volatile liquids such as nail varnishes will be greatly interested in the Chekevap plugs which have been placed on the market by The International Bottle Co., Ltd., 48 Fore Street, London, E.C.2. Some details of the plugs are given in the company's advertisement, while samples and prices may be obtained on application.

THE ILLUSTRATION below is of the new showstand and model foot dressed with a cushion which is being supplied by International Foot Appliances, Ltd., 92 Baker Street, London, W.1, Chemists can obtain this and showcards free on request.



August competition relating to Juvana grape juice and details of the prizes to be awarded in respect of the September one.

MILTON PROPRIETARY, LTD., John Milton House, London, N.7, give details of the bonus offers which are now available in connexion with Milton. It should be noted that this proprietary is now available in winchesters, a size of packing which should interest doctors and dentists.

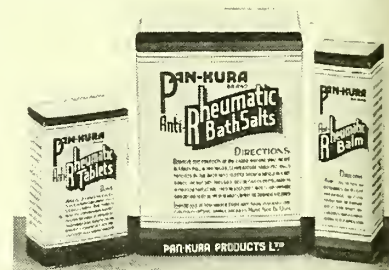
JUVANA GRAPE JUICE.—Vita Concentrated Juices, Ltd., 39-45 Finsbury Square, London, E.C.2, in their advertisement in this issue give a list of the prize-winners in connexion with their August competition relating to Juvana grape juice and details of the prizes to be awarded in respect of the September one.

HALIBUT-LIVER OIL is obtainable in capsules or in bulk from Robert Ferber, Ltd., Carlton Works, Asylum Road, London, S.E.15.

KILOL, LTD., Cricklewood, London, N.W.2, are commencing a national advertising campaign in the near future, particularly in Scotland, relating to their Kilol vermin exterminator. This preparation is not a poison within the meaning of the Pharmacy and Poisons Act, 1933, nor is it a virus. Further, the manufacturers state that as a result of eating it, thirst drives the rodent into the open to die.

PAN-KURA PRODUCTS, LTD., 131 Regent Street, London, W.1, direct attention elsewhere in this issue to their anti-rheumatic bath salts, tablets and balm. These products are to be nationally advertised.

ADVERTISING GIFTS.—In order to keep their name in front of their customers, many wholesalers and retailers send out gifts in the form of calendars, blotters and so forth at Christmas time. Calendox, Ltd., 91 Petty France, London, S.W.1, specialise in advertising novelties of this nature, and an illustrated price list can be obtained on request.



ARCANCIL.—Chemical & Natural Products, Ltd., Wimbledon Factory Estate, Morden Road, London, S.W.19, have placed on the market under the name of Arcancil a new eyelash cosmetic which, it is stated, is based on turtle oil. This preparation is available in a number of shades, notably Sancolor, which is intended particularly for women who dislike make-up. Arcancil is to be extensively advertised, and a bonus offer is available on certain orders placed before September 30. An important point in regard to this product is that it will not make the eyes smart.

KODAK PHOTOGRAPHIC PLATES.—Kodak photographic emulsions, hitherto only available on Kodak roll and flat films, are now being supplied on plates. Among the varieties are Super Sensitive Panchromatic plates (P.800) which are claimed to be the fastest sensitive material produced in this country. They have a high red-sensitivity which gives them great speed by artificial light, and they are no less valuable for all kinds of daylight photography where high shutter-speeds or poor lighting conditions make the maximum demands upon the sensitive material. Kodak Ultra Speed Orthochromatic (O.800) is intended for general photography where full panchromatic sensitivity is not required. These are only two of many other panchromatic, orthochromatic and regular plates which are in course of production. All grades (except lantern plates) are available backed or unbacked. A special new type of green anti-halo backing is used which discharges in much less than the normal development time, without discolouring the solution. A convenient point in the packing is the rip-cord in the outer wrapping which facilitates opening, while a neat system of colouring both labels and instruction sheets distinguishes between the different types of emulsion—panchromatic, orthochromatic, and non-orthochromatic. Full particulars will be sent upon application to Kodak, Ltd., Kodak House, Kingsway, London, W.C.2.

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

H/31 Gabatley skin tightener	B/31 Metaforme
L/30 Hollypax	M/29 Mury perfumes (present address)
B/31 Maltoglidine	B/29 Vitagar

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary and Year-Book," 1938, p. 302.

(From "The Trade Marks Journal," August 17, 1938)

- "ENDONOL"; for headache powders (3). By Itonic Laboratories, Ltd., 11 Cheapside, Bradford, Yorks. 586,555.
- "INFORT"; for emulsions for treatment of blood (3). By Alexander May, 23 Carfrae Road, Edinburgh, 4. 586,851.
- "CENO"; for perfumery, etc., excluding soap (48). By Cenovis Yeast Products, Ltd., 12 Henrietta Street, London, W.C.2. 585,162.
- "MAYDEW"; for perfumery, etc. (48). By Cussons, Sons & Co., Ltd., Kersal Vale Works, Moor Lane, Manchester. 580,300.
- "THO-RADIA"; for cosmetics (48). By S.E.C.O.R., 147 Avenue Victor Hugo, Paris, France. 583,579.
- "SUNTIPT" NAIL POLISH on label design of rising run; for nail polish (48). By Suntip Nail Polishes Co., 181 Gresham Road, Slough, Bucks. 585,147.
- "TOKALON" label design; for all goods (48). By Tokalon, Ltd., Chase Road, London, N.W.10. 585,309. (Associated.)
- "JULYSIA"; for perfumery, etc., excluding eyebrow shapers (48). By Jules Freres, Ltd., 154 Walworth Road, London, S.E.17. 586,245. (Associated.)
- "AMAMI" label design; for hair preparations (48). By Prichard & Constance (Manufacturing), Ltd., 167 High Holborn, London, W.C.1. 585,803. (Associated.)
- "CARIOCA"; for toilet powder (48). By Coty (England), Ltd., 3 Stratford Place, London, W.1. 586,309.

APPLICATION AMENDMENT

The specification for "KEYNOTE" in Class 48, No. 579,302, by Littlewood's Mail Order Stores, Ltd., has been amended to exclude "dentifrices and any goods of the same description as dentifrices."

ALTERATION OF THE REGISTER

Leave has been given to G. T. Fulford Co., Ltd., to alter mark No. 170,403.

(From "The Trade Marks Journal," August 24, 1938)

- "GRATISPOOL" under silhouette of three men with cameras (word "Gratispool" disclaimed); for photographic chemicals and films (1). By The Gratispool Co., 37 Isles Lane, Leeds. 583,875.
- "LIBRA"; for photographic chemicals, plates and films (1). By Kodak, Ltd., Kingsway, London, W.C.2. 579,672. (Associated.)
- "AREGNA"; for agricultural and horticultural chemicals (2). By Imperial Chemical Industries, Ltd., Millbank, London, S.W.1. 585,380.
- "NEODINE"; for iodine preparations (3). By Tyler Laboratories Inc., 882 Third Avenue, Brooklyn, New York, U.S.A. 585,190.
- "GESANIT"; for medicinal chemicals (3). Flask and stand design; for all goods (3). By Dr. Herwarth Duisberg, G.m.b.H., 39 Hohenzollerndamm, Berlin-Wilmersdorf, Germany. 585,278/510.
- "REDIONS"; for medicinal chemicals, excluding soap (3). By D. L. Byrne, 7 Divis Street, Belfast, N. Ireland. 585,509.
- "SUNEAR"; for herbal tablets and raspberry leaves (3). By The Sunear (Direct Supply) Herb Co., 274 West Green Road, London, N.15. 586,201.
- "ENSOFEBRIN"; for internal medicines soluble only in intestines. "ENSOCARBON"; for internal carbon medicines soluble only in intestines (3). By Dr. Hugo Remmler, A.-G., 38 Anklammerstrasse, Berlin, Germany. 586,323/324. (Associated.)

Recent Wills

MR. CARL ADOLPH COFMAN-NICORESTI, M.P.S., 37 Cole Park Road, Twickenham, managing director of Solidol Chemical, Ltd., who died on April 29, left estate of the gross value of £1,412, with net personality £63.

MISS FLORENCE GAVIN FREUDENTHEIL, 86 Palace Road, London, S.W., who died on March 31, left estate of the gross value of £10,967, with net personality £10,837. Probate of her will has been granted to Joseph de Smith, merchant, Westcliff-on-Sea, and Frederick James Lock, Streatham, S.W., to whom she left £100 each for their trouble. She left her leasehold residence, household effects, and £500 to Joseph de Smith, "in recognition of many years of loyal and faithful service"; after the payment of various other legacies, the residue to Joseph de Smith.

Births

Notices for insertion in this column must be properly authenticated.

CHRISTIE.—On August 21, the wife of John Christie, M.P.S., High Street, Downham Market, Norfolk, of a daughter.

HOLDER.—On August 22, the wife of Eldred J. Holder, B.Pharm., Ph.C., Edinburgh, of a daughter.

WILLIAMS.—At Minster, Sheppey, Kent, on August 23, the wife of David J. Williams, M.P.S., of a daughter.

Marriages

MATTHEW—MURDOCH.—At the Grand Hotel, Glasgow, on August 23, Thomas Urquhart Matthew, B.Sc., to Elizabeth Ferguson Murdoch, M.P.S., daughter of Mr. J. C. Murdoch, M.P.S., Burnside (see also p. 229).

MILLS—SMITH.—At the North Church, Aberdeen, recently, John S. Mills, M.P.S., to Edith Smith.

TAYLOR—HUDSON.—At St. James's Parish Church, Accrington, on August 20, John J. Taylor, M.P.S., to Dorothy B. Hudson.

Deaths

ARMOUR.—In a Belfast nursing home, on August 16, Mr. Richard Henry Armour, M.P.S.I., Abbeyleix, Queen's County. Mr. Armour passed the Licence examination of the Pharmaceutical Society of Ireland in 1892.

BURRELL.—On August 24, Mr. Frederick Charles Burrell, M.P.S., Market Rasen, Lincs. Mr. Burrell was apprenticed to the late Mr. W. B. Jevons, chemist and druggist, whose business he acquired in 1913, carrying it on until his death. Mr. Burrell qualified in 1893.

DUTHIE.—At 14 Havelock Street, Glasgow, on August 16, Mr. Alexander Duthie, M.P.S., 974 Argyle Street, aged forty-seven. A native of Rosehearty, Aberdeenshire, Mr. Duthie served his apprenticeship in Fraserburgh with Mr. Alexander Gall. For some time after he was with Fraser & Green, Ltd., Buchanan Street, Glasgow, afterwards taking over a business in Insh, Aberdeenshire. Later he acquired the businesses at 974 Argyle Street and 265 Stevenston Street.

FACTOR.—At Hollywood, on August 30, Mr. Max Factor, aged sixty-one. Mr. Max Factor achieved a world-wide reputation through the study and application of make-up for stage and screen actors and actresses, and in recent years many of his cosmetics have been on the market in a form suitable for use by the general public.

OLDRING.—At Blackburn, recently, Mr. George William Oldring, proprietor of the Standard Medicine Co., Mincing Lane, Blackburn, aged seventy.

SHIELDS.—Recently, Mr. John William Shields, M.P.S., "Redcote," Redwood Road, Sidmouth, aged fifty-six.

WALLACE.—Recently, Mr. William Wallace, M.P.S., 5 Hayes Bridge Parade, Uxbridge Road, Hayes, Middlesex. Mr. Wallace passed the Minor examination in 1920.

Personalities

MR. THOMAS MARNS, the immediate past-president of the Pharmaceutical Society, is sailing for America on the "Empress of Britain" on September 3, and expects to be away about six weeks.

MR. E. H. S. BAKER, chemist and druggist, who recently retired from business in Newcastle-on-Tyne, was apprenticed to Brady & Martin, Ltd., and passed the Minor examination in 1902. After a year in Harrogate he acquired his business in Newcastle. During the war Mr. Baker served in the Special Brigade of the Royal Engineers.



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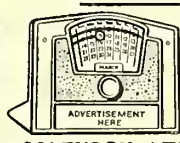
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THE
CHEMIST AND DRUGGIST
VOL. CXXIX September 3, 1938 NO. 3056

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A Nucleus for Pharmacy

THE compounding of medicines and the sale of poisons are the objects toward which the whole of a chemist's training is directed, and although in his post-qualification years he is generally obliged to devote more of his time to the cosmetic, photographic and other branches of trade connected with his business, the fact remains that almost without exception his interest in the work which is carried out in the dispensing department never flags. It is the last-mentioned section which constitutes the special characteristic of his business and in spite of the attraction of other and often more profitable associated activities, the ideal of most chemists is, and has always been, that the profession should have exclusive rights to the nation's dispensing and the sale of drugs. Events of the past twenty-six years seem to indicate a trend towards the desired state of affairs, and could it be secured there are several ways in which pharmacy and pharmacists should benefit.

Developments in health services are rarely dramatic in their coming, but any section of the community may be called upon to oppose or demand revision of proposals with unexpected suddenness. For such reasons, it behoves the drug trade, and the retail section in particular, to discuss from all angles the question of separation of prescribing and dispensing and the problems likely to arise therefrom. It is a subject so complex that it would afford material for more than one meeting of the various organisations during the coming and subsequent winter sessions. For example, the problems may be involved with those of expansion of Insurance Act dispensing and the abolition of "known, admitted and approved" remedies. While it is obviously not possible to appreciate all that may occur if a particular state of affairs is reached, it is often useful for the purpose of discussion to presume its existence and broach the problem from that angle.

There can be little doubt that before many years are past National Health Insurance will be extended to include higher wage earners than at present, and in addition it is probable that voluntary schemes will be devised to cover

the medical needs of those whose incomes are somewhat above the compulsory insurance limit. The dispensing of medicines would largely be in the hands of chemists—but at what remuneration? Would the separation of prescribing and dispensing be of much value to chemists if brought about in this way? Even if neither of these possibilities came about and the ideal of pharmacy for the pharmacist was achieved under the most favourable circumstances, say, by a Bill introduced into Parliament by the Pharmaceutical Society, and sponsored by the Government, it can hardly be conceived that there would be no control over the price of drugs and dispensing fees by an independent body on behalf of the public. As it is scarcely feasible that there could be one scale of payment for drugs and dispensing fees for the poor and another for the rich, it is not unreasonable to suppose that insurance tariff prices would form the basis of charging for all prescriptions.

While pricing bureaux would still continue to price health prescriptions, the chemist himself might be compelled to indicate on a private prescription the amount charged for ingredients, container and dispensing fees—as is done in certain Continental countries. The procedure would ensure uniformity in pricing but bring all businesses to the same level in this respect. A twenty-four hour service might be secured by means of a rota, but the dispensing would have to be performed by a qualified person, thus two pharmacists would be needed in many cases where one now suffices, thus focusing attention on the question as to whether the remuneration foreshadowed above would make such work a business proposition. Attainment of an ideal can prove too costly, and if becoming the nation's dispensers is to be worth while it would certainly seem that one of the primary needs is higher payment for insurance dispensing.

World Supplies of Mercury

THERE has been no actual sales price agreement in operation for some time past between the Spanish and Italian producers of mercury, yet the quotations from both sources are approximately the same at £13 18s. to £13 18s. 6d. per bottle, ex store, London, or 69 dollars f.o.b. Continent. These prices have been maintained since the commencement of June last. F.o.b. Continent quotations have fluctuated during this year as follows: January 1, 64 dollars; May 18, 62 dollars; May 25, 68 dollars; and 69 dollars in early June. London is the centre for world distribution of the Spanish metal and, on this account, the volume of imports during the past seven months is no indication of sales in this and to other consuming countries. Statistics to July 31 were as follows: Imports, July, 9,528 bottles; January-July, 27,986 bottles (42,068 bottles in January-July, 1937); re-exports: July, 557 bottles; January-July, 5,361 bottles (20,533 bottles in January-July, 1937). Although imports for the seven months of this year have fallen by about 14,000 bottles compared with the arrivals during the corresponding period of 1937, the quantity of metal landed here so far this year was over five times the quantity re-shipped to world destinations. The demand in London for domestic consumption has been quiet for some months, particularly for pharmaceutical purposes. The London stocks of metal would, therefore, appear to be fairly substantial at the moment. Production of the metal at the Spanish mines, however, is reported to have been much smaller during the past twelve months than in previous years, and there is no accumulation of stocks at the source.

Had the output been normal it is possible that the Spanish metal would have been available at a more competitive basis than that of being quoted on approximately the same level as Italian metal.

Throughout the whole period of the Spanish civil war the Republican Government has held the Almaden mines, but during the past few weeks there has been, according to reports, some danger of their capture by opposing forces. Should this territory fall into the hands of the Nationalists they may have ideas on the subject of world distribution of the metal different from those on which sales through London are based. Politically, such a change would mean that those controlling the Spanish mines would no longer be directly opposed to the Italian metal interests. In the event of the Republicans losing control of the Almaden mines they may, for tactical reasons, leave them in a state that would make production of the metal impossible for some time ahead.

On the subject of mercurials, British manufacturers have for some time had to meet exceptional competition in both home and overseas markets from the Italian manufacturers. The metal is free of duty when imported into this country, while the salts are liable to Key industry duty of $33\frac{1}{3}$ per cent. *ad valorem*, but even this substantial tariff has not been sufficient to maintain the home market at economic sales prices with the cost of the metal at the equivalent of 69 dollars per bottle. It has been all too evident that the Italian manufacturers of the salts have had to pay but little more than half this price for their supplies of metal. Quantities of Italian mercurials have, under these conditions, come on this, the American and other markets, despite protective duties. British manufacturers of mercurials would appear to have reasonable grounds for appealing for an increase in the rate of duty on imports of these products in order to permit them to maintain their position in this market.

Trade with the Argentine

THE total value of our shipments to the Argentine during 1937 was £20,051,421, while our purchases from that country amounted to £59,927,054, the balance against us being £39,875,633. We are by far the Argentine's chief customer, usually taking over 35 per cent. of all her exports. The U.S.A. comes next with about 12 per cent. In return, we supply about 20 per cent. of her imports, with the U.S.A. recording about 15 per cent. During 1936, the latest figures given in the Department of Overseas Trade Report (*see p. 246*), the value of a group of imports "Chemicals and drugs, oils and paints" was 72,999,764 pesos paper, which included United Kingdom goods to the value of £1,198,000, or 25.8 per cent. The U.S.A. were next with £1,177,000, or 24.6 per cent., and Germany third with £798,000, or 16.7 per cent. The Department's observations indicate that in the case of drugs foreign competitors have opened up branches in the Argentine, while our manufactures of pharmaceutical specialities have so far hesitated to enter the market, in which, it is reported, the demand is increasing. The trade in patent medicines is apparently largely in the hands of Continental manufacturers.

Currency restrictions and the difficulty of securing official approval for packed medicines have to be contended with, but it does seem that, as the Argentine's principal customer, we should secure a higher position in the sales of our goods in that country. We hold a commanding position in the supply of industrial chemicals and sheep dips, achieved by having branches of British houses in the Argentine. While it may not be practicable for each individual pharmaceutical and toilet goods house to open up branches, it might be worth while investigating the possibility of establishing a sales organisation on co-operative lines. There is undoubtedly scope for a good increase in the sales of our goods to the Argentine, and we are sure the Department of Overseas Trade would assist in the further development of this market.

Economy in Medication

ECONOMY in medication is a factor which in these days must not be overlooked. In large hospitals the saving which results from co-operation between prescribing physician and pharmacist can be very considerable. Fantus has recently investigated the matter in America and points out the possibilities in this field. ("Journal of the American Medical Association," 1938, 1, p. 880.) By economy in medication, Fantus does not mean the use of inferior remedies. He contends that the first step in economy in prescribing is that the most efficient remedy is likely to be the cheapest. In the second place, among drugs of equal efficiency the least expensive should be chosen. What this might mean is shown in the case of hypnotics and analgesics. At present, few seem to know how much it is necessary to pay to secure a certain therapeutic effect. In the following table is shown how much it costs to induce sleep, the dose-price index being based on the price of the drugs in America. Paraldehyde, for example, might be the hypnotic of choice for certain patients, even though it costs three times as much as chloral; but it seems evident that in a charity hospital one is not justified in spending from five to forty times the money for a dose of sleep-producing medicine unless it can be clearly shown that the effect is definitely better than that of chloral.

DOSE-PRICE INDEX OF HYPNOTICS

Drug	Average Gm. or Cc.	Dose-price Index	Frequency
Chloral hydrate	0.5	Unit	44.3
Scopolamine hydrobromide	0.0006	$\frac{1}{2}$	1.3
Paraldehyde	2.0	3	2.4
Barbitone	0.5	5	37.4
Phenobarbitone	0.10	8	298.1
Sulphonethylmethane ...	0.75	9	8.2
Ethyl carbamate	2.0	10	—
Pentobarbitone sodium ...	0.1	15	—
Carbromal	0.3	16	5.9
Amytal	0.1	17	32.5
Amytal sodium	0.2	40	—

(The figures in the last column refer to the frequency of the drugs per 10,000 prescriptions.)

The same is true with analgesics. Acetanilide is the cheapest of all analgesics but it has a relatively small use, while codeine, which is one of the most expensive of analgesics, is employed more than any other of these agents. The extensive use of codeine is due, of course, to its employment in allaying cough. Fantus states that its use as an analgesic might be greatly restricted in hospitals in favour of morphine. In private practice, codeine has the advantage of being much less habit forming. This matter plays only a subordinate part in hospitals in which the supply of the drug is under control.

DOSE-PRICE INDEX OF ANALGESICS

Drug	Dose Gm.	Dose-Price Index	Frequency
Acetanilide	0.20	Unit	23.3
Scopolamine hydrobromide	0.0006	3	1.3
Acetylsalicylic acid ...	0.30	4	453.8
Phenacetin	0.30	7	582.0
Antipyrine	0.30	12	9.1
Morphine	0.008	15	208.5
Amidopyrine	0.30	24	230.3
Opium	0.06	40	62.8
Phenobarbitone	0.03	45	298.1
Codeine	0.03	65	1018.9
Neocinchophen	0.50	97	8.8
Allonal	0.15	145	72.0

As regards skin disinfectants, the price difference is as high as 1:2.125. While hospital pharmacists, no doubt, buy as economically as possible, the amount of money that the pharmacist can save by his own efforts is small compared with the money that can be saved by medico-pharmaceutical co-operation.

A Vindication of Science

TO find, in the middle third of the twentieth century, the old aversion from science persisting among men who have had an exclusively classical education is on a first glance startling. Yet, as a recent correspondence in "The Times" reveals, this attitude remains, even if it has undergone some modification. An incident related in a letter from Mr. M. D. Hill put the matter concisely:—

"It was my privilege to be the friend of a great classic and a great man. One day he was showing me the plants in his large conservatory. He loved them all, and knew each by name, but little, if anything, more about them. He touched the leaflets of a *Mimosa pudica* and chuckled as they collapsed. As it happened, I had just then been reading an account of some research on this plant, wherein a theory was suggested that might explain its strange behaviour, and I began to talk about it. But in a moment my friend stopped me: 'Ah yes,' he said, 'but that's science, and I know no science.' It was not his words, but the tone and expression he gave to them that showed I had made a *faux pas*."

It may be asked, in passing, whether the host's attitude as disclosed here rested on the assumption that it was not possible for the gap between science and "no science" to be bridged in conversation—an assumption which the guest would probably have been prepared to dispute—or whether the "great man" had definitely ruled science out of his life. This fear of science, Mr. Hill remarked in an earlier letter, "seems to be far more prevalent in this country and in America than elsewhere. On the Continent, as a whole, it is at least much rarer."

History of the Word

When we turn to "Science" in the Oxford English Dictionary, we find that the various meanings attached to the word since its introduction into our language in the fourteenth century occupy, with their accompanying quotations, about two columns. The subject is too purely philological to be discussed in detail on the present occasion, especially as some of the meanings have become obsolete; but a more general treatment of it may be of service. Readers who have not access to the O.E.D. can find most of the meanings, with slight verbal changes, in the Shorter Oxford English Dictionary. (It should be remembered that, as in most of such cases, dictionary meanings occasionally overlap.) The first meaning, dating from *circa* 1340, is a general one:—

"The state or fact of knowing; knowledge or cognition of something specified or implied; also, with wider reference, knowledge (more or less extensive) as a personal attribute. Now *Theol.*, and occas. *Philos.*"

Of about the same age is the second and more definite meaning:—

"Knowledge acquired by study; acquaintance with or mastery of any department of learning. . . ."

Thomas Gray uses the word more than once in this sense, the best-known instance being the line in the *Elegy*: "Fair Science frowned not on his humble birth." Cowper refers to "the yet unletter'd boy, Sorting . . . Those seeds of science call'd his A B C."

The third meaning, again of the fourteenth century, brings the Middle Ages clearly before us:—

"A particular branch of knowledge or study; a recognised department of learning: often opp. to *art*."

A note in the Dictionary explains that "In the Middle Ages 'the seven (liberal) sciences' was often used synonymously with 'the seven liberal arts' for the group of studies comprised by the *Trivium* (Grammar, Logic, Rhetoric) and the *Quadrivium* (Arithmetic, Music, Geometry, Astronomy)." The same fact is noted in other words in the article "Science" in the *Encyclopædia Britannica*, which classifies the *Trivium* as elementary—the Preliminary Science course, as it were—and the *Quadrivium* as more advanced—the Qualifying course. By the time this stage in world history was reached, the alchemists of Alexandria had passed on their store of experimental knowledge, or some of it, to Arabian workers in medicine and chemistry. There was even then a clash at times between

science and the forces with which it came into contact, as the career of Roger Bacon testifies. "Science" in this sense was known to Chaucer; and Shakespeare, in "The Taming of the Shrew," makes Petruchio describe music and mathematics as sciences.

With the fourth and fifth definitions, one dealing with "a science" and the other with "science" in the wider acceptance of the term, we reach the present day:—

"A branch of study which is concerned either with a connected body of demonstrated truths or with observed facts systematically classified and more or less colligated . . . and which includes trustworthy methods for the discovery of new truths within its own domain."

"The kind of knowledge or intellectual activity of which the 'sciences' are examples. . . . b. In mod. use, often treated as synonymous with 'Natural and Physical Science,' . . . sometimes with implied exclusion of pure mathematics."

The earliest quotation given for Sense 4 is dated 1725, and comes from the "Logic" of Watts. Sense 5b is not found till 1867. The word as used in Sense 5 (a) was in the seventeenth and eighteenth centuries replaced by "philosophy." In the mediæval universities the seven sciences led up to what may be called an honours course, comprising three "philosophies" designated natural, moral, and metaphysical. The term "natural philosophy," in the course of time, became narrowed in meaning, and ultimately died out as science evolved in a more specialised manner.

An Informative Correspondence

The history of the word "science" being thus outlined, we are in a position to appraise the chief points of the correspondence referred to. The conversation cited at the outset, though it bears no date, is not an isolated fragment of unsupported evidence: for in a trenchant criticism of science or its practitioners, or both, Mr. G. M. Young thus expressed the attitude of those who have been "brought up in the strict traditions of classical learning":—

"We do not fear science, or suspect it, or despise it. But we do very often have occasion to resent the wholly unscientific temper in which some men of science propound their conclusions, passing off hypotheses as axioms; and to fear the consequences if 'embryon truths, and verities yet in their chaos' are first formulated by teachers, and then reproduced by pupils, as established certainties to be forthwith applied 'to all the social and economic problems of this age.'"

This challenge brought Professor Julian Huxley into the lists with a brilliant exposition of the thesis that "there *does* exist in science a body of tested fact and idea which is permanently right and can never be shown to be wrong, even slightly wrong." Professor Huxley wrote:—

"The phlogiston theory was incorrect; so was that of spontaneous generation; so was the geocentric view of the universe. They were wrong, not incomplete: no amount of extension or modification could make them right. Their modern counterparts are right, though doubtless incomplete."

Other illustrations were given by him, including the atomic theory, the basic facts and laws of electro-magnetic induction, and evolution. He let his guard fall for a moment in discussing chromosomes, but put the matter right in a second letter after Professor MacBride had intervened. One may surmise that the shade of his distinguished grandfather, a formidable controversialist fifty years ago, indulged in a passing smile. The letters from other correspondents were of minor importance.

It may be relevant to add that the word "art" has, in the course of centuries, undergone transformations of meaning roughly parallel with those of "science." To the minutely analytical definitions of the O.E.D. two simpler phrasings of the aims of science and scientists may be appended by way of conclusion. The *Encyclopædia Britannica* has this: "Science may be defined as ordered knowledge of natural phenomena and of the relations between them. . . ." And Pasteur described the scientist (Radot's translation) as "he who starts with a clear field and desires to rise to the knowledge of Nature through observation, experimentation, and reasoning."

Recent Research

Estrogenic Activity of Stilboesters

E. C. DODDS and co-workers ("Nature," No. 3583, p. 34) gives the results of tests upon the series of compounds in which the ethyl groups of diethylstilboesterol (4:4'-dihydroxy- α - β -diethylstilbene) is replaced by other substituents such as hydrogen, methyl, propyl and butyl. The activity of diethylstilboesterol is 3,000,000 units per gram or more than four times that of oestrone (700,000 units per gram). Substitution of one ethyl group by methyl reduces the activity to 1,000,000 units and by *n*-propyl to 300,000 units. When both ethyl groups are replaced by methyl and *n*-propyl respectively the activity falls to 40,000 units and 50,000 units per gram. On the other hand, the activity of dihydroxydiphenylbutadienes attains a maximum with 4:4'-dihydroxy- γ : δ diphenyl- β : δ hexadiene which appears to be as active as diethylstilboesterol. This correspondence in the maximum activity in the two series is noteworthy as the large effects of relatively small changes in constitution support the view that the middle sections of the molecule conform to the oestrone pattern when the substituents are ethyl or ethylidene groups.

Action of Visual Purple

R. GRANIT, T. HOLMBERG and M. ZEWI ("Nature," 359I, p. 397) explain how the retinal rods are stimulated by the action of light on visual purple. During a period of adaptation to sunlight the electrical response of the eye reproduces the curve of regeneration of visual purple. However, the electrical response may be greatly reduced after five to ten minutes' adaptation to moderately strong monochromatic stimuli without any parallel diminution in concentration of visual purple. The reduction in response with long wave-lengths may be some 40-50 per cent., whilst short wave-lengths have, contrary to expectation, a much smaller effect. The explanation is that less than 7 per cent. of the total visual purple is *active*, the remainder being a store of photosensitive material which is *inactive* as regards excitation. It is suggested that the active (stimulating) visual purple is distributed at the outer surface of the retinal rod whilst the bulk of inactive material is stored inside the cell and is drawn upon for regenerating electrical response in the surface layer exposed to light.

Sterile Cosmetics

THE importance of adding a suitable germicidal compound to cosmetic creams is stressed by Maison G. de Navarre ("American Perfumer," 37, II, 27). The author examined a number of materials used in cosmetics, and later a variety of branded finished products, for the presence of bacteria and moulds. Most were contaminated. No commercial cream tested had any bactericidal action on added cultures of *staphylococcus aureus*. The self-sterilising power of cod-liver oil, observed by Lohr and others, was tested to ascertain whether the oil had any antiseptic powers as an ingredient of cosmetics, but it was shown that such powers were lost at dilutions beyond 70 per cent. Cod-liver oil, unmixed, was found to sterilise itself in from 20 to 24 hours after "culturing" with *Staphylococcus aureus*, the organism used in each test. The self-sterilising power of cod-liver oil was not found in synthetic or natural vitamin concentrates. The author recommends the addition to face creams of a colourless, odourless, non-irritating germicidal compound at a dilution not greater than 1 in 20,000 in order to combat possible contamination from fingers, the atmosphere, containers, etc. He regards most cosmetic preparations as offering every condition for incubation (moisture, alkalinity, and food) except warmth, which exposure to room temperature is sufficient to provide.

Root Pressure

DR. P. R. WHITE, in a paper presented at the annual meeting of the American Association for the Advancement of Science at Indianapolis on December 28, 1937, stated that by growing excised roots *in vitro* it had been possible to demonstrate the nature of root pressure as a factor in the rise of sap apart from other influences such as transpiration, imbibition, capillarity, etc. Glass manometers were constructed to take a single

growing root and it was found that a continuous unidirectional flow of liquid occurs the volume of which in a period of several days may represent many times the increase in tissue growth. This secretion takes place against pressures amounting to six atmospheres (90 lb. per sq. in.) and failure to obtain data at higher pressures was due to mechanical faults in the apparatus and not to root pressure which probably exceeds ten atmospheres. The secretion curves show a striking diurnal rhythm, being at a standstill during the night and beginning again at 6 a.m. with maximum flow occurring about noon. It is thus evident that "root-pressure" is a very real phenomenon, and is by no means the insignificant factor which text books would have one believe. Transpiration accounts for the movement of large volumes of water through the plant, but when such conditions cease to function (as in the rainy season in many tropical forests), the root pressure seems quite adequate to supply water to the tops of the tallest trees.

Composition of Derris Extract

R. S. CAHN, R. F. PHIPERS and J. J. BOAM ("Journal of the Society of Chemical Industry," 57, 6, pp. 200-209) state that the division of commercial derris extracts into "Sumatra" type of low rotenone content (2-5 per cent.) and "normal" extracts (rotenone content, 15-45 per cent.) has no geographical or botanical significance. The term "Sumatra-type" refers to extracts with high toxicarol yield, but such distinction is chemical. The belief that *Derris elliptica* exceeds *D. malaccensis* in rotenone content is based on the examination of a small number of strains, and though this may be general there is no clear-cut division between the two varieties, as the break between 5 per cent. and 15 per cent. is not discernible when a sufficient number of commercial roots are examined. The *l*-toxicarol content of derris extract is greater the lower the rotenone content, varying continuously from 56-60 per cent. in Sumatra-type extract (2-5 per cent. rotenone) to very low figures (not more than 10 per cent.) in extracts containing 40 per cent. of rotenone, but the variation may be anything between these limits. The composition of typical derris extracts is given as follows:—

	High rotenone content	Medium rotenone content	Sumatra-type
Rotenone, per cent.	.. 40	20	2-5
<i>l</i> -Toxicarol, per cent.	.. 8 (approx.)	25	50-60
<i>l</i> -Deguelin, per cent.	.. 27	27	12
Sumatrol, per cent.	.. ?	a little	15.5
Fats, waxes and acids, per cent.	.. 10	10	10

Only 82-90 per cent. of the product is accounted for, but the results provide data not possible hitherto owing to mild alkaline conditions racemising rotenone and *l*-toxicarol. The quantitative determinations are based upon "Goodhue values" for rotenone and deguelin and "ferric chloride" values for toxicarol and sumatrol as described in detail. Biological tests by Crauford-Benson on the grain beetle (*Ahasverus advena*) shows that *l*-toxicarol is without appreciable action on this insect, whereas sumatrol appears to have a potency equal to that of rotenone. An anomaly discovered during the investigation was the failure of rotenone suspensions as compared with derris extract. This was found to be due to the tendency of rotenone to form relatively large crystalline aggregates, whilst the particles of extract remain amorphous and discrete. No difference was detectable visually (with the naked eye or under the microscope), nor was there any obvious difference in rates of flocculation. Thus caution is necessary in interpreting comparative tests on insoluble individual insecticides in aqueous suspension. Fairly high concentrations are needed to affect *A. advena*, which may be the reason for the failure of pure rotenone in this case as compared with its (at least, partial) success against aphid and mosquito larvæ, which are susceptible to lower concentrations. Tests carried out in true solution are, of course, not affected, and authors consider that tests on non-crystalline substances (such as derris extracts) in aqueous suspensions are not invalidated, although caution is needed in such cases also. It is emphasised that fast working is essential to avoid oxidation during determination of rotenone, and that the two types of extract demand different techniques.

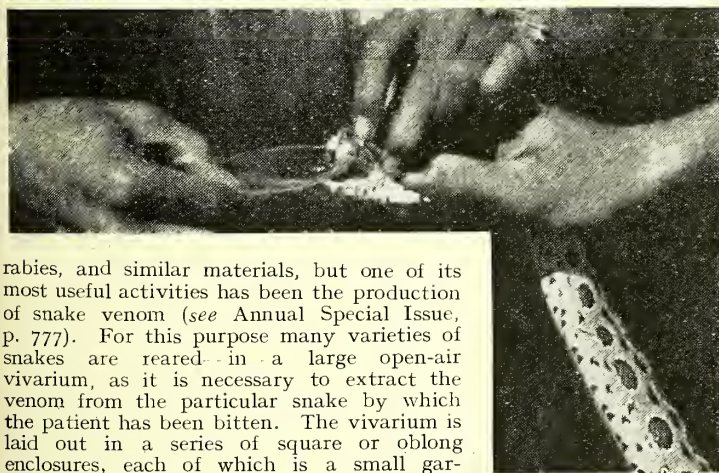
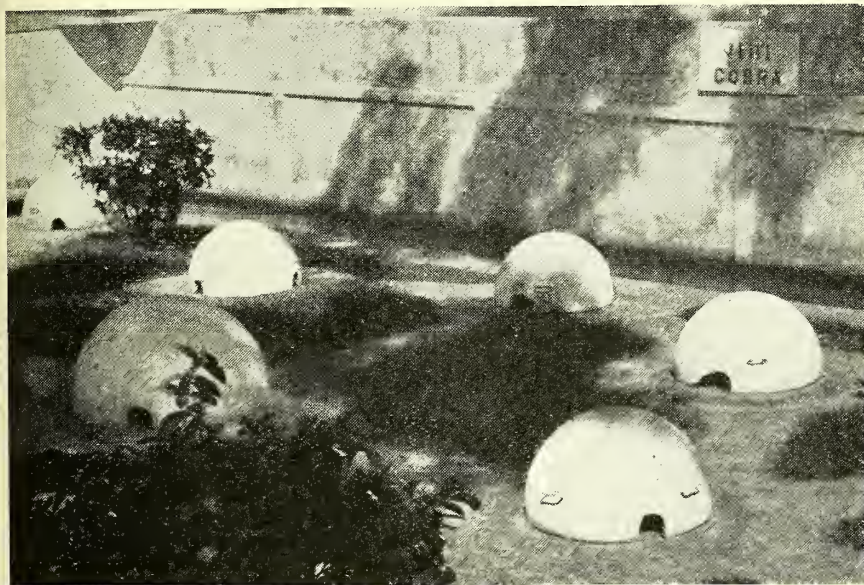
Venom Production at a Siam Snake Farm

BANGKOK, capital of Siam, possesses a Pasteur Institute, founded in memory of the late Queen Mother Saovabha Bongsri. The Institute is an up-to-date building, the founding of which has resulted in invaluable assistance being given in preparing smallpox vaccine, serum for combating

very fond of milk. This completed, the snake is thrown back on to the ground, without any special care or precautions being taken, and quickly wriggles away. The Institute assistants are bare-handed and often bare-footed, yet handle the snake without personal safeguards, although the snakes are of a deadly poisonous variety and, naturally, before extraction possess a normal amount of venom. The reasons are in the fact that the keepers have a certain cure close at hand in the Institute; secondly, through frequent vaccination, they possess almost complete immunity; and, thirdly, they work so quickly, quietly and firmly that the snakes are entirely well behaved.

Left, Cobra farm, showing domes in which the snakes are housed.

Below, Removing snakes for venom extraction.



rabies, and similar materials, but one of its most useful activities has been the production of snake venom (*see Annual Special Issue, p. 777*). For this purpose many varieties of snakes are reared in a large open-air vivarium, as it is necessary to extract the venom from the particular snake by which the patient has been bitten. The vivarium is laid out in a series of square or oblong enclosures, each of which is a small garden with shrubs and patches of grass surrounded by moats of water and smooth cement walls. Each species of snake is kept separately in these enclosures, housed in beehive-shaped white domes of fine concrete provided with holes at base. A large number of the snakes feed only at night and remain all day in their hives coiled up asleep in bundles of twenty or more. At night they come out to catch the live food the Institute provides for them (frogs, mice, etc.) as the snakes will not touch dead food. Once a week the trained keepers of the Institute go into the enclosures of the farm, raise the cement domes (which are provided with small iron handles for the purpose) drive out the snakes, which are sleeping coiled up together, catch them one by one and extract the venom. Two operators are necessary. While the first grips the snake by the tail and neck and presses upon the poison glands which are situated near the neck, the second holds a concave watch glass to the snake's mouth. The snake, biting furiously, injects venom into this. After this operation the keepers introduce a little milk into the throat of the snake with the aid of a glass tube. This is to calm the snake's nerves, for, as is well known, snakes are

Above, Injection of venom into watch glass.

Right, Feeding the snake with milk by means of a glass tube.



Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, September 1

THE INTERNATIONAL POLITICAL position continues to overshadow the markets. Business has been almost entirely restricted to routine orders from consumers, who are limiting their purchases to small quantities. Speculative business is not in evidence, and there appears to be but little forward business moving. The latest reports on the political situation are rather more satisfactory, but it may be a week or more before any measure of confidence, which at present is entirely lacking, is shown by either sellers or buyers. The strength of the markets is reflected in the fact that, despite the absence of anything like a normal demand, spot prices are keeping particularly steady, due largely to the low level of stocks where natural products are concerned, supported by firm conditions at the sources. We look for a general and sharp recovery in both business and values immediately the present phase of nervousness ceases. Business in PHARMACEUTICAL CHEMICALS continues on modest lines with quotations for most products steady. The only important alteration is a cut in the home trade prices for GLYCERIN, B.P.

Crude Drugs

A moderate volume of spot business against consumers' orders is reported, but the general tone continues distinctly quiet. A few re-export orders from the Continent are noted. Shipment quotations from the sources are keeping fully steady with practically nothing being booked, consequently spot stocks continue to dwindle. There is no further news this week on the coming new crop AGAR. CURAÇAO ALOES continues exceedingly firm on spot and shippers are not replying to quite good bids. With a complete absence of offers from the Coast the spot position for CASCARA SAGRADA is becoming firmer, with holders taking a strong view of the position; there is, however, little demand at the moment. DESSICATED COCONUT is slightly easier. Portuguese shippers appear to be a little more adaptable in negotiations for new crop ERGOT. SUDAN GUM ACACIA has been in better inquiry on spot. HONEY is unchanged except that Canadian is in better supply and at rather cheaper prices. HYDRASTIS is cheaper on the week. MATTO GROSSO IPECACUANHA is very firm forward. JAPANESE MENTHOL has had a quiet week on spot, but shippers have refused orders at their last week's quotations. We review the position of MERCURY on p. 237. The latest advices from Kobe indicate that the typhoon is of a serious nature, consequently London dealers have mostly withdrawn all quotations for Japanese products pending further information.

Essential Oils

The demand for these products continues disappointing, particularly for the summer season lines. Quotations are nominally unchanged in most instances, but buyers of good quantities of some oils might experience little difficulty in getting off-bids accepted. ANISE (STAR) is slightly easier on spot, with business slow. BERGAMOT is unchanged. CANANGA is irregular on quotation. Practically no inquiry for CASSIA. CEYLON CITRONELLA seems to be short on spot and the source reports all stocks sold to America. Rather more inquiry reported for EUCALYPTUS. GERANIUM oils are unsteady and dull. No reliable new crop LAVENDER prices yet to hand. Sicilian hand-pressed LEMON is steady but quiet. JAPANESE PEPPERMINT has been moving quietly on spot.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	August 25	September 1
Amsterdam ...	Fls. to £	12·107	8·92	8·91½
Berlin ...	Mks. to £	20·43	12·16	12·12
Brussels ...	Belgas to £	nominal	28·92½	28·75
Copenhagen ...	Kr. to £	18·159	22·40	22·40
Lisbon ...	Esc. to £	110	110½	110½
Madrid ...	Ptas. to £	25·24½	nominal	nominal
Milan ...	Lite to £	92·46	93½	92½
Montreal ...	Dols. to £	4·86½	4·89½	4·85½
New York ...	Dols. to £	nominal	4·88	4·85½
Oslo ...	Kr. to £	18·159	19·90	19·90
Paris ...	Fr. to £	124·21	178½	178½
Prague ...	Kr. to £	164·25	141½	140½
Stockholm ...	Kr. to £	18·159	19·40	19·40
Warsaw ...	Zloty to £	43·38	25½	25½
Zurich ...	Frs. to £	25·2115	21·30	21·30

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

BUSINESS in these products continues quietly on restricted lines, with quotations generally unchanged.

ACETANILIDE.—Steady, business quiet; B.P. crystals and powder, 1s. 7d. to 1s. 10½d. per lb., as to quantity.

ASPIRIN (TABLETS).—The following are agreed wholesale prices for the British makers: Under 5,000, 3s. per 1,000; 5,000, 2s. 10d.; 10,000, 2s. 9d.; 25,000, 2s. 7d.; 50,000, 2s. 6d.; 100,000, 2s. 5d.; 250,000, 2s. 4½d.; 500,000, 2s. 4d.; 1,000,000, 2s. 3d.; over 1,000,000, 2s. 2d. per thousand tablets. A rebate of 1d. per 1,000 is allowed on orders for 10 million tablets taken over a period of 12 months. For small quantities higher prices would be asked by wholesale distributors.

BARBITONE.—Dealers' prices competitive, business quiet: two cwt., 8s. 11d.; 56 lb., 9s. 2d.; less than 56 lb., 9s. 5d. per lb., ex store.

BENZOIC ACID (B.P.).—Makers' prices continue steady: five cwt., 1s. 7½d.; one cwt., 1s. 8d.; smaller parcels, from 1s. 9d. up to 2s. 2d. per lb., as to quantity.

BROMIDES.—Makers' scales of prices steady. POTASSIUM, B.P., five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s. per lb. SODIUM, B.P., five cwt., 1s. 10d.; one cwt., 1s. 11d.; 28 lb., 2s. 2d. per lb. AMMONIUM, B.P., five cwt., 1s. 11d.; one cwt., 2s.; 28 lb., 2s. 3d. per lb. net. Resale clause applies. 28-lb. parcels and one-cwt. cases free. Smaller quantities than 28 lb. at higher prices. Export quotations are maintained as follows: POTASSIUM, B.P., five cwt., 1s. 4d.; one cwt., 1s. 4½d. SODIUM, B.P., five cwt., 1s. 5d.; one cwt., 1s. 5½d. AMMONIUM, B.P., five cwt., 1s. 6½d.; one cwt., 1s. 7d. per lb., f.o.b.

CHLORAL HYDRATE.—Steady demand from the home makers: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 2d.; one cwt., 3s. 3d.; 28 lb., 3s. 4d. per lb.; 28-lb. jars 1d. per lb. extra.

CITRIC ACID (B.P. CRYSTALS).—Market steady, quiet: British material quoted at 1s. 0½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

CREAM OF TARTAR.—Moderate demand, market steady: British material, 99 to 100 per cent., 92s. per cwt., less 2½ per cent. discount. Dealers' prices for foreign material competitive.

EPHEDRINE.—Makers' quotations for hydrochloride, B.P., in bulk quantities, are steady at 6s. per oz., with smaller parcels up to 7s. Pure alkaloid is quoted from 7s. 9d. to 8s. 6d. per oz., as to quantity.

GALLIC ACID.—Not much business moving: one cwt., 3s.; 56 lb., 3s. 1d.; smaller parcels, up to 3s. 6d. per lb., ex store.

GLYCERIN (B.P.).—Makers notify that their scales of prices for all quantities are reduced by 5s. per cwt. as from September 1. The new scales are as follows:—

Price per cwt.

Contracts or Spot Lots of	Under 1 cwt.	1 cwt. and under 2½ cwt.	2½ cwt. and under 5 cwt.	5 cwt. and under 10 cwt.	10 cwt. and under 20 cwt.
Minimum deliveries off contract of	—	1 cwt.	1 cwt.	1 cwt.	2 cwt.
Tins, 14 lb. each	per cwt.	97/6	93/-	92/-	89/-
Tins, 28 lb. "	"	94/6	90/6	89/6	86/6
Tins, 56 lb. "	"	91/6	88/-	87/-	84/-
Drums, 1 cwt. (charged 20/-)	"	—	83/6	82/6	79/6
Drums, 2½ cwt. (" 60/-)	"	—	—	80/6	77/6
Drums, 5 cwt. (" 75/-)	"	—	—	—	77/-
Drums, 10 cwt. (" 100/-)	"	—	—	—	75/6
Extra per cwt. for smaller deliveries ex contract than as above specified	5 cwt. and under 10 cwt.	—	—	—	—
	2 cwt. and under 5 cwt.	—	—	—	—
	1 cwt. and under 2 cwt.	—	—	—	6d.
	Under 1 cwt.	1/-	1/-	1/-	1/6

Refined Pale Straw Industrial Glycerin, 1·260 S.G. 5/- per cwt. less than chemically pure.

GUAIACOL CARBONATE.—Dealers' prices keen at around 8s. 10d. per lb.; bulk quantities obtainable below this figure.

GUAIACOL (CRYSTALS).—Prices steady; 9s. 10d. per lb. in 14-lb. jars; 9s. 10½d. in 7-lb. bottles; 10s. 3½d. per lb. in 1-lb. bottles.

HEXAMINE.—Makers' prices for bulk quantities keen: B.P. powder, about 1s. 2d.; free-running crystals, from 1s. 3d. to 1s. 6d. per lb.,

carriage paid, for bulk lots. Dealers quote: free-running crystals, 1s. 4d. for quantities of one cwt. and over; 1s. 8d. for 14-lb. lots, and up to 2s. for smaller parcels, carriage paid.

IODIDES.—Makers' prices for salts steady at the former figures. **POTASSIUM, B.P.**—Not less than 1 cwt., 5s. 3d.; not less than 28 lb., 5s. 6d.; not less than 14 lb., 5s. 9d.; not less than 7 lb., 6s. 3d.; not less than 4 lb., 6s. 9d.; smaller quantities, 7s. 3d. per lb. **SODIUM, B.P.**—Not less than 28 lb., 6s. 6d.; not less than 14 lb., 6s. 10d.; not less than 7 lb., 7s. 4d.; not less than 4 lb., 8s.; smaller quantities, 8s. 10d. per lb. **IODINE, B.P., RESUBLIMED.**—Not less than 1 cwt., 5s. 9d.; not less than 28 lb., 6s.; not less than 14 lb., 6s. 3d.; not less than 7 lb., 6s. 9d.; not less than 4 lb., 7s. 5d.; smaller quantities, 8s. 2d. per lb. **IODIFORM, B.P., CRYST., PRECIP. OR POWDER.**—Not less than 28 lb., 8s. 3d.; not less than 14 lb., 8s. 7d.; not less than 7 lb., 9s. 3d.; not less than 4 lb., 10s. 1d.; smaller quantities, 10s. 11d. per lb. Contracts for 1 cwt. and upwards (assorted if required), with fall clause, for delivery as required during four months. 28-lb. tins and 1-cwt. cases free. All bottles are charged, but will be credited in full if returned, carriage paid, in good condition within three months. Carriage paid on any quantity. It is a condition of sale that buyers undertake not to resell any quantity of the above products at prices or terms below the scale for any such quantity current at the time the resale is made.

MERCURIALS.—Makers' prices are at the levels shown in the table below; terms, net, without engagement. Special prices obtain for larger quantities and contracts, and bulk prices hold for assorted salts.

	Less than 28 lb.	Not less than 28 lb.	Not less than 112 lb.
Ammoniated Lump B.P. (White Precip.)	s. d.	s. d.	s. d.
Powder B.P.	5 10	5 6	5 5
Bichloride Lump B.P. (Corros. Sub.)	6 0	5 8	5 7
Powder B.P.	5 1	4 9	4 8
Chloride B.P. Calomel	4 9	4 5	4 4
Red Oxide Cryst. B.P.C. (Red. Precip.)	5 10	5 6	5 5
Levig. B.P.C.	6 11	6 7	6 6
Yellow Oxide B.P.	6 5	6 1	6 0
Persulphate White	6 3	5 11	5 10
Sulphide Black (Hyd. Sulph. cum. Sulph. 50%)	6 0	5 8	5 7
	5 11	5 7	5 6

METHYL SALICYLATE.—Business remains slow: spot, ten cwt., 1s. 1½d.; five cwt., 1s. 2d.; one cwt., 1s. 2½d.; less than one cwt., 1s. 3d.; small quantities, in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers' quotations unsteady on a dull market: two cwt., 19s. 9½d.; one cwt., 19s. 9¼d.; 56 lb., 20s. 2½d.; small parcels, up to 20s. 8d. per lb.

PARALDEHYDE.—Market remains dull: in carboys, 1s. 2d.; in winchesters, 1s. 5d. to 1s. 6d.; in bottles, 1s. 7½d. to 1s. 10½d. per lb., ex store.

PIENACEIN.—Continues steady, average small business: crystals or powder, bulk quantities, 2s. 6d.; smaller parcels, 2s. 7d. to 3s. per lb., as to quantity.

PHENAZONE.—Business negligible, market competitive: crystals, five cwt., 6s. 9½d.; two cwt., 7s.; one cwt., 7s. 3d.; and less, 7s. 6d. per lb., with powder 2½d. per lb. extra.

PHENOLPHTHALEIN.—Quoted prices are unchanged: two cwt., 2s. 9d.; one cwt., 2s. 10d.; 28 lb., 3s.; 14 lb., 3s. 1d.; 7 lb., 3s. 2d.; smaller parcels, up to 3s. 6d. per lb.

PHENYLETHYLBARBITURIC ACID.—Small parcels, in 2-lb. bottles, are quoted at about 18s. to 19s. 6d. per lb., as to quantity.

PHOTOGRAPHIC CHEMICALS.—Home makers' prices are as follows: **AMIDOL.**—28 lb., 8s.; 14 lb., 8s. 9d.; 7 lb., 9s. 6d., in free 7-lb. tins; under 7 lb., 12s. per lb., in free 1-lb. bottles. **CHLORQUINOL.**—1-lb. bottles, 21s. per lb. **GLYCIN.**—7 lb., 10s. 6d.; 1-lb. bottles, 13s. 6d. per lb. **HYDROQUINONE.**—56 lb., 4s. 10½d.; 28 lb., 5s.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; in 1-lb. bottles, 6s. 6d. per lb. **METOL.**—28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 6d., tins free; 3 lb., 12s., bottles free; 1-lb. bottles, 12s. 6d. per lb., bottles free. **ALUM (PHOTOGRAPHIC QUALITY).**—1 cwt., 21s. per cwt.; 28 lb. for 6s. **GOLD CHLORIDE.**—15-grain tubes, 45s. per doz. **MAGNESIUM POWDER.**—10s. per lb. **PARAMIDOPHENYL HYDROCHLOR.**—8s. 6d. per lb., bottles free. **POTASSIUM FERRICYANIDE.**—14 lb., 2s. 2d.; 7 lb., 2s. 4d.; 1 lb., 2s. 6d. per lb. **POTASSIUM METABISULPHITE.**—One cwt., 8d.; 28 lb., 9d.; 14 lb., 10d.; 7 lb., 1s. per lb. **PYROGALLIC ACID, CRYST.**—28 lb., 7s. 3d.; 14 lb., 8s.; 7 lb., 8s. 9d.; under 7 lb., 9s. 3d. per lb. **SODIUM (CARBONATE RE-CRYST).**—5 cwt., 12s. 6d. per cwt.; 1 cwt., 15s. 6d. per cwt.; 56 lb. for 11s. 6d.; 28 lb. for 6s. **SODIUM HYPOSULPHITE, CUBES, CRYST.**—5 cwt., 17s.; 1 cwt., 19s. 6d. per cwt.; 56 lb. for 11s. 6d.; 28 lb. for 6s. **SODIUM SULPHIDE (PURE).**—7 lb., 1s. 9d.; 1 lb., 2s. per lb., bottles and jars free. **SODIUM SULPHIDE, RECRYST.**—One cwt., 21s. 6d. per cwt., 56 lb. for 13s. 6d.; 28 lb. for 7s.

POTASSIUM PERMANGANATE (B.P.).—Continues steady and in fair demand: in drums, 8½d. to 9d.; druggists' parcels, from 10d. to 1s. per lb.

POTASSIUM SULPHOGUAIACOLATE.—Very little inquiry: quoted at about 6s. 1d. to 6s. 6d. per lb., as to quantity.

QUININE SALTS.—Convention prices continue unchanged: sulphate, 2s. 2d.; bisulphate, 2s. 2d.; ethyl carbonate, 2s. 9½d.; salicylate, 2s. 10½d.; hydrochloride, 2s. 8½d.; dihydrochloride, 3s.; hydrobromide, 2s. 8½d.; dihydrobromide, 3s.; valerianate, 3s. 8d.; hydrophosphite, 4s.; alkaloid, 3s. 0½d. per oz., carriage paid on bulk quantities; 100-oz. tins free, smaller packages extra.

RESORCIN.—Makers' home trade prices are steady: crystals, one cwt., 5s. 5d.; 56 lb., 5s. 6d.; 28 lb., 5s. 7d.; 14 lb., 5s. 9d.; 7 lb., 6s.; smaller quantities, up to 7s. per lb.

SACCHARIN.—Convention price for 550 is 37s. 6d. per lb., duty paid, with rebates for quantities.

SALICYLIC ACID (B.P.).—Makers' scales of prices steady: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 10d.; 14 lb., 1s. 11½d.; 7 lb., 2s. 0½d.; 4 lb., 2s. 2½d. per lb.

SALOL.—Business very poor, with quotations keen at about 2s. 1d. to 2s. 6d. per lb., as to quantity.

SANTONIN.—Market is dull and competitive: bulk lots from about £10 5s. per kilo. Smaller parcels, up to £11 10s. per kilo, ex store.

SODIUM BENZOATE (B.P.).—Makers' prices are steady at the recent reduction: five cwt., 1s. 3½d.; one cwt., 1s. 4d.; smaller parcels, from 1s. 5d. up to 2s. per lb., as to quantity.

SODIUM DIETHYLBARBITURATE.—Controlled prices are unchanged: spot, one cwt., 11s.; 28 lb., 11s. 3d.; 14 lb., 11s. 6d.; 7 lb., 11s. 9d.; smaller parcels up to 12s. 3d. per lb.

SODIUM SALICYLATE (B.P.).—Makers' prices unchanged, market dull: home trade, crystals or powder, five cwt., 1s. 5½d.; one cwt., 1s. 6d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10½d.; 7 lb., 1s. 11½d.; 1 lb., 2s. 4d. per lb.

STRYCHNINE SALTS.—British makers' prices for these salts are competitive with imported materials.

SULPHONAL.—Dealers find business slow: crystals or powder, two cwt., 15s. 5½d.; one cwt., 15s. 10½d.; 56 lb., 16s. 1d.; smaller parcels, up to 16s. 6d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—Steady, rather quiet. British makers quote at 1s. 1½d. per lb., less 5 per cent. discount, dealers offering foreign materials at competitive prices.

THEOBROMINE.—Prices for Continental, pure, two cwt., 7s. 10d.; one cwt., 8s.; 56 lb., 8s. 2d.; smaller quantities, 8s. 4d. per lb.; sodium salicylate, two cwt., 6s. 3½d.; one cwt., 6s. 4½d.; 56 lb., 6s. 5½d.; smaller quantities, 6s. 6½d. per lb. delivered, 5-lb. tins free; smaller packages extra.

THYMOL.—Synthetic, fine white, one cwt., 6s.; 56 lb., 6s. 4d.; 28 lb., 6s. 9d.; less than 28 lb., 7s. 6d. per lb., tins extra, ex ajowan seed, one cwt., 8s. 5d.; 56 lb., 8s. 10½d.; 28 lb., 9s. 5d.; 14 lb., 10s. 6d. per lb.

VANILLIN.—Convention prices are unchanged: ex clove oil or guaiacol, five cwt., 12s. 5d.; one cwt., 12s. 8d.; 56 lb., 13s.; less than 56 lb., 13s. 2d. per lb.

Crude Drugs, etc.

ACONITIF ROOT.—A parcel of Napellus now arriving is quoted at about 90s. per cwt., landed.

AGAR.—Spot values are steady, business quiet, shipment market dull: spot, Kobe, No. 1, 3s. 1½d. to 3s. 3d.; No. 2, 2s. 11d. Yokohama, No. 1, 2s. 10d. per lb.; shipment, Kobe, No. 1, 2s. 10d. to 2s. 11d.; No. 2, 2s. 6½d. to 2s. 7d. Yokohama, No. 1, 2s. 7d. per lb., c.i.f.

ALOES.—Quotations for spot Curaçao are very firm; very little offering to come forward: Cape, spot, 57s. 6d. to 60s.; shipment, easy at 55s. per cwt., c.i.f. Curaçao, spot, from 167s. 6d. to 175s., as to quality; shipment, 150s. upwards per cwt., c.i.f. nominal.

ANTIMONY.—Quoted unchanged, business quiet: Chinese, crude, spot, £35; shipment, September-October, £30, c.i.f. English regulus, £70 to £71 per ton, ex store.

BALSAMS.—Market has been quiet: *Tolu*, 1s. 7½d.; *Canada*, spot, 2s. 10d.; shipment, 2s. 9d., c.i.f.; *Copaiba*, 1s. 8d.; *Peru*, 4s. 2d. per lb., spot.

BELLADONNA.—Remains quiet, quoted steadily: leaves, 55s.; root, high test, 56s. per cwt., spot.

BENZOIN.—Occasional small spot inquiry: Siam, medium almonds, £26; bean and pea, £20 per cwt., ex store. Sumatra quoted at from 70s. to 90s. per cwt., ex store.

BUCHU.—Sales on spot reported to be restricted to odd bales, with former prices maintained: spot, rounds, 1s. 5d. to 1s. 7d., as to quality; ovals, 1s. 4½d. to 1s. 5d.; old crop leaves at cheaper prices.

CAMPHOR.—Market is steady, business quiet: Japanese monopoly BB brand, £7 10s. per 100 lb.; Japanese, natural, spot, tablets, 2s. 6d.; powder, 2s. 3d.; slabs, 2s. 2½d. per lb., ex store; shipment: tablets, 2s. 2d.; powder, 1s. 11½d.; slabs, 1s. 11d. per lb., c.i.f.; English refined flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz., and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ¾ oz. and 1 oz., 3s. 6d. per lb.

CANTHARIDES.—Steady on a quiet market: Chinese, spot, 2s. to 2s. 2d.; shipment, 1s. 7d. per lb., c.i.f.

CARDAMOMS.—As quoted the market is about steady, but business is slow: Mangalore, spot, 3s. 4½d.; shipment, 2s. 9d. Aleppy, spot,

3s. 7d.; shipment, 2s. 11d. Aleppy, greens, this season's, f.a.q., 2s., c.i.f.

CASCARA SAGRADA.—Actually business has been of little account, but on account of the limited supplies available here and practically no offers from the source and no reply to bids at good prices, the market continues firm with quotations on a higher level. There may still be a seller, duty paid, of 1938 bark at 52s. 6d., while other holders are looking for 50s., in bond. 1937 peel is now indicated at 57s. 6d., and some 1936 peel up to 65s. per cwt., ex store.

CHAMOMILES.—Not much inquiry, with new crop, first pickings, quoted at about 150s., per cwt., landed.

CLOVES.—Values are level on the week, market dull: Zanzibar, spot, 8½d.; shipment, September-December, 8½d. per lb., c.i.f. Madagascar, in bond, 7½d.; shipment, September-October, 7½d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended August 27 were nil, and the deliveries 24, leaving a stock of 1,321. From January 1 to date the landings of Zanzibar have been 1,904, and the deliveries 1,642. Landings of Madagascar for the week ended August 27 were nil, and the deliveries 44, leaving a stock of 1,565. From January 1 to date the landings of Madagascar have been 1,465 and the deliveries 1,976 packages.

COCONUT (DESICCATED).—Values are easier on the week, business quiet: spot, fine, 16s. 3d.; medium, 16s. 3d. per cwt.; shipment, halves, August-September, 15s.; October-November, 15s. 3d. per cwt., c.i.f.

COD-LIVER OIL.—Bergen reports business in the shipment market remains dull with the quotation nominally unchanged: finest Lofoten steam-refined non-freezing medicinal oil, 90s. per barrel, c.i.f. London. Small lots, on spot, about 132s. 6d. per barrel, ex store, duty paid. British finest medicinal oil, 115s. per 25-gallon drum, delivered U.K., with rebates for 25 or more drums.

COLCHICUM.—Small spot demand: spot root quoted from 46s. to 47s. 6d. per cwt., as to quantity.

COLOCYNTH PULP.—Spot offers of good quantities are competitive: spot, from 1s. to 1s. 3d. per lb., as to quality and quantity.

DAMIANA LEAVES.—New crop leaves are available at about 9d. to 9½d. per lb., ex store.

ERGOT.—Generally, shipment offers are not quite so dear this week and quotations appear to vary as to shipper. Polish, spot, about 4s.; shipment, 3s. 6d. to 3s. 7½d., c.i.f. Portuguese, spot, 5s. 9d.; shipment, 4s. 9d. to 4s. 10½d. per lb., c.i.f. Some of the recent arrivals of Polish are reported to be rather short weight. No offers of Spanish and no news of any Russian being available.

GAMBOGE.—Steady on a quiet market: good Siam pipe quoted at about £13 10s. per cwt., duty paid.

GFENTIAN.—A small spot business only, quoted about unchanged: clean French root, 33s. 6d.; shipment, new crop, 27s. 6d., c.i.f.; Continental, 32s. 6d. per cwt., ex store, as to quantity.

GINGER.—Remains quiet with values keeping steady: West African, spot, 26s. 6d.; for arrival, 23s. per cwt., c.i.f. Jamaican, spot, bold, in barrels, 70s. to 85s.; small grinding, in bags, 45s. to 47s. 6d. per cwt., c.i.f.

GUM ACACIA.—Rather more inquiry on spot, with quotations steady: Kordofan, cleaned sorts, spot, 39s.; shipment, 36s. 6d. per cwt., c.i.f.

HENBANE.—Quiet, quoted unchanged: 70s. to 72s. 6d. per cwt., as to quantity.

HENNA.—Firm as quoted, supplies continue short: Egyptian, brown leaves, from 32s. 6d.; green leaves, if available, about 40s. per cwt., ex store.

HONEY.—Not much business moving. Supplies of Canadian are freer and quoted easier: new crop Jamaican, from 28s. for dark manufacturing to 45s. for pale set; Californian, duty paid, 52s. 6d.; Canadian, 51s. per cwt., ex store.

HYDRASTIS.—Business slow and values are again rather easier: U.S.P., spot, 13s. 6d. to 13s. 9d.; shipment, 13s. 3d. per lb., c.i.f. Three per cent. root at higher prices.

IPECACUANHA.—Market continues firm with shippers still refusing bids. Matto Grosso, B.P., spot, 7s. 1½d. to 7s. 4½d.; shipment, firm at 6s. 10½d. per lb., c.i.f., with bids of 6s. 7½d. refused.

IRISH MOSS.—Occasional spot inquiry; quoted about 45s. to 60s. per cwt. for small parcels of the best qualities.

JALAP.—Values are steady: 13.3 per cent., 1s. 1d.; 10.5 per cent., 10d. per lb., ex store.

JUNIPER BERRIES.—Demand is quiet: good sifted quality on spot at about 25s. per cwt., ex store.

KOLA NUTS.—African halves on spot quoted from 2½d. to 3d. per lb., as to quality. St. Lucia halves, about 4d. per lb., for good bright quality.

LAVENDER FLOWERS.—Good blue flowers are quoted on spot at 1s. 6d. per lb., ex store.

LIGUORICE.—Natural root is available on spot at about 11s. 6d. per cwt. and decorticated at 30s. to 45s. per cwt.

LOBELIA HERB.—Spot supplies not meeting with much demand: 6½d. to 7d. per lb., for good qualities.

LYCOPIDIUM.—Occasional small spot business: dealers are quoting spot supplies at about 4s. 6d. to 4s. 7½d. per lb.

MANNA.—Steady, business quiet: finest selected flake, in 1-lb. tins, 3s. 6d. per lb., ex store.

MENTHOL.—Only a limited routine business being done, market about steady: K/S brands, spot, 13s. 1½d. to 13s. 3d.; Japanese shippers have now refused 10s. 6d., c.i.f., for October-December and counter-offer up to 10s. 10½d., c.i.f. Chinese, spot, 12s. 9d.; shipment, September-October, 10s. 6d. per lb., c.i.f.

MERCURY.—First-hands quotations are unchanged: shipment, 69 dollars per bottle, f.o.b., Continent; spot, £13 18s. to £13 18s. 6d. per bottle, ex store, London.

NUX VOMICA.—Cochin, washed and garbled, B.P., spot, 11s.; forward, 9s. per cwt., c.i.f.

PEPPER.—Values are keeping steady, market rather quiet: Lampung, in bond, 2½d.; shipment, September-October, 2½d.; October-December, 2½d.; January-March, 2½d., c.i.f. Tellicherry, spot, 4d.; shipment, August-October, 33s., c.i.f. Aleppy, spot, 4d.; shipment, August-October, 33s. 6d., c.i.f. White Muntok, in bond, 3½d.; shipment, September-October, 3½d.; October-December, 3½d., c.i.f. London Terminal Market: Black, August, 2½d.; October, 2½d.; December, 2½d.; March, 2½d. White, July, 3½d.; October, 3½d.; December, 3½d.; March, 3½d. per lb.

PIMENTO.—Market has been quiet, values level on the week; spot, 8d. per lb.; shipment, September-October, 61s. per cwt., c.i.f.

RUBARB.—Fair spot business in Rough Round descriptions at steady prices. The feature of the market is the advice from Shanghai that all stocks of all descriptions have been cleared: Shensi, spot, unchanged at 4s. 6d. to 5s. for best quality; old, slightly wormy, 3s. 9d.; no shipment offers. Rough round, shipment, f.a.q., 1s. 6d.; inferior, 1s. 3½d. to 1s. 4½d. per lb., c.i.f.; spot, 1s. 9d. to 2s. per lb., as to quality.

RUBBER.—The recent sharp advances have not been fully maintained but the market is now steady. Business moderate; standard smoked ribbed sheet, spot, 8d.; September, 8d.; October, 8d.; November, 8½d.; December, 8½d.; January-March, 8½d.; April-June, 8½d.

SAFERON.—The very small supplies of finest Valencia are held firm on spot for 87s. 6d. to 90s. per lb. Inferior material at cheaper prices.

SEEDS.—ANISE.—Spot, duty paid, Spanish, 60s.; Bulgarian, 40s.; Syrian, 40s. CANARY.—Spot, duty paid, Mazagan, 16s. 9d.; Morocco, 15s. 3d.; Turkish, 14s. 9d.; Plate, 15s.; Spanish, according to quality, 25s. to 36s. CARAWAY.—Dutch, on spot, 34s., duty paid, and 28s. 9d., f.o.b. Holland. CORIANDER.—Market quiet. Morocco, on spot, is offering at 17s., duty paid, with very little business passing; for shipment, 13s. 3d., c.i.f., is quoted. CUMIN.—Spot, Malta, 47s. 6d., duty free; Morocco, 50s. duty paid and 45s. in bond; Morocco for shipment is 55s., c.i.f. FENNEL.—Spot, Indian, 22s. to 27s.; Iran, 22s., in bond. FENUGREEK.—Morocco, spot, is quoted at 12s., duty paid. MUSTARD.—English, 21s. to 30s., according to quality.

SENEGA.—Shipment market firm, with some comparatively cheap spot material at present available: spot, 1s. 11½d. to 2s., as to seller and quantity; shipment, firm from 1s. 10½d. per lb., c.i.f.

SENNA.—Business continues quiet, with quotations for all varieties unchanged. A consignment of new crop Tinnevely leaves is expected this month. Spot values as follows: No. 1 leaves at 5½d., No. 2 at 3½d., No. 3 at 2½d., No. 4 at 2½d. per lb. Tinnevely pods.—Best pale available at 6d. per lb., and darker varieties at 3½d. to 4d. per lb. Alexandrian hand-picked pods.—Spot quotations as follows: Selected, 5s. per lb.; No. 1, 4s.; No. 2, 3s.; No. 3, 2s. 3d. Old crop, 1s. to 1s. 9d. per lb.

SHELLAC.—Market is steady at the slight decline on the week: spot, standard TN orange, 30s. to 42s.; fine orange, 55s. to 80s.; pure button, 50s. to 52s. 6d. per cwt. For delivery, TN, October, 38s. 6d.; December, 40s. 3d.; March, 41s. 6d. For arrival, TN, September-October, 36s. 6d. per cwt., c.i.f.

TRAGACANTH.—The market has been quiet with all grades of gum quoted generally unchanged: Finest selected white ribbon, £65; No. 1, white, £57 10s. to £60; No. 2, white, £50 to £54; No. 3, white, £35 to £42 10s.; amber leaf, £22; cleaned amber sorts, £16; brown to amber leaf, £11 10s.; red leaf, £9 to £10; hoggy, £6 to £7 per cwt., ex store.

TURMERIC.—Not much interest in this product at the moment. Madras finger, spot, 28s.; shipment, 26s. 6d. per cwt., c.i.f. Rajapore, shipment, 26s. 6d. per cwt., c.i.f.

WAXES.—BEES'.—Values are steady, with a little more inquiry being received. Good business in Dar-es-Salaam for shipment reported: Calcutta, bleached, spot, 125s.; shipment, September-October, 117s. 6d., c.i.f.; ordinary quality, spot, 97s. 6d.; shipment, September-October, 92s. per cwt., c.i.f. Benguella, in bond, 90s.; shipment, September-October, 87s., c.i.f. Conakry, spot, 100s.; shipment, September-October, 87s. 6d., c.i.f. Dar-es-Salaam, spot 97s. 6d.; shipment, September-October, 96s., c.i.f. CARNAUBA.—Moderate inquiry, with quotations unchanged: fatty grey, spot, 152s. 6d.; afloat, 147s. 6d.; shipment, September-October, 146s., c.i.f. Chalky grey, spot, 152s. 6d.; afloat, 146s.; shipment, September-October, 144s., c.i.f. Primeira, spot, good quality, 195s.; f.a.q., 182s. 6d., afloat, 177s. 6d.; shipment, September-October, 175s., c.i.f. Mediana, spot, 180s.; shipment, 175s. per cwt., c.i.f.

Essential and Expressed Oils, etc.

BUSINESS continues on very moderate lines with the general tone quiet. Fair demand for Japanese peppermint on spot. American natural peppermint is reported firm at the source.

ALMOND.—Quiet business, with some keen prices for quantities: English-made, cwt. lots, 2s. 8d.; smaller parcels, up to 3s. 2d. per lb.; foreign, cwt. lots, 2s. 8d.; smaller parcels, up to 3s. 2d. per lb. French bitter, 6s. to 6s. 1½d. per lb.

ANISE (STAR).—Business not of much account on spot; prices are inclined to be rather easier: spot, leads, nominal; tins, 3s. 6½d.; drums, 3s. 4½d. per lb., ex store; shipment, leads, none offered; tins, 2s. 11d.; drums, 2s. 10d. per lb., c.i.f.

AVOCADO PEAR.—Importers' quotations continue steady from 46s. to 52s. 6d. per gallon, as to quantity.

BERGAMOT.—Business is reported to have been of little consequence, with spot and forward values unchanged. Consortium price about 14s. 9d. per lb., c.i.f. Spot lots of genuine oil are quoted in the region of 15s. to 15s. 3d. per lb.

BOIS DE ROSE.—Dealers are offering Brazilian oil in drums at 5s. 4½d. to 5s. 6d., and small repacked lots up to 6s. per lb.

CAJUPUT.—Spot quotations steady, business small: B.P., 2s. to 2s. 4½d. per lb., as to quantity.

CANANGA.—Market is still neglected and quotations are easy: spot, 4s. 6d. to 4s. 9d., according to quantity and packing; shipment, 4s. 1d. per lb., c.i.f.

CARAWAY.—Occasional inquiry, market steady: Dutch rectified, 7s. 3d. to 7s. 9d.; crude, 6s. 9d. to 7s. per lb., as to quantity, landed and duty paid. Some Russian oil being offered at competitive prices.

CASSIA.—Business remains very slack: spot, good quality oil, 3s. 1½d. to 3s. 2d., in leads; off-quality, about 3s. per lb. Shipment market is easy as quoted: leads, 2s. 10d.; drums, about 2s. 8½d. per lb., c.i.f.

CEDARWOOD.—Spot values maintained, business slow: African, in drums, 11½d.; smaller packages, up to 1s. 4d. per lb. American, in drums, 11½d.; smaller packages, up to 1s. 4d. per lb.

CINNAMON LEAF.—Business quiet with values rather easier: quoted at about 2s. 3d. to 2s. 6d. per lb., as to quantity.

CITRONELLA.—Ceylon oil is reported to be very short on spot, with the source unable to quote at the moment. Java is dull and easy: Ceylon, spot, drums, 1s. 5½d. nominal; smaller parcels, up to 1s. 10d.; shipment, drums, 1s. 4½d. per lb., c.i.f. nominal. Java, spot, drums, 1s. 10d. to 1s. 10½d.; smaller parcels, up to 2s. 4d.; shipment, drums, around 1s. 4½d. per lb., c.i.f.

CLOVE.—Some few small spot orders reported, with prices fairly steady: Madagascar, spot, drums, 2s. 7½d. to 2s. 9d. per lb.; re-packed in small quantities, up to 3s. English distilled, 4s. 10d. to 5s. per lb., as to quantity.

EUCALYPTUS.—A little business moving, with the market fairly steady: Australian, 70 to 75 per cent., tins, 1s. 3½d. to 1s. 4d.; drums, 1s. 3d.; 80 to 85 per cent., drums, 1s. 6½d. per lb., ex store, with higher prices for small lots; shipment, 70 to 75 per cent., tins, 1s. 1½d.; drums, 1s. 1d.; 80 to 85 per cent., 1s. 4d. per lb., c.i.f.

GERANIUM.—Business reported to be negligible, with quotations irregular: Bourbon, spot, 11s. 6d. to 12s. 3d.; shipment, 10s. to 10s. 3d., c.i.f. Algerian, spot, 12s. 6d. to 12s. 9d.; shipment, 11s. 6d. to 11s. 9d. per lb., c.i.f.

GRAPE-FRUIT.—Dealers report business quiet: Californian, 10s. 3d. to 12s. Florida, 11s. to 12s. 6d. per lb., ex store, as to quantity.

HO (SHIU).—Still but little demand for this oil: some inferior quality offered at cheap prices: spot, "improved" quality, 4s. to 4s. 1d.; "extra," in drums, 4s. 3d. per lb., ex store; shipment, "extra," 4s. per lb., c.i.f.

LAVENDER.—There are still no reliable quotations for new crop oils, but offers are expected in London early this month.

LEMON.—The spot value for good quality Sicilian oil is keeping steady, with the quantity available very restricted. Business, however, is reported in all quarters to have been negligible: spot, 11s. to 11s. 4½d. per lb., ex store. Shipment offers, which are not attracting much inquiry, are at about 10s. 4½d. to 10s. 6d. per lb., c.i.f. Machine-made, 10s. per lb., c.i.f. Californian distilled, steady at 6s. 4d. per lb., in small drums, landed.

LEMONGRASS.—The shipment market remains dull: spot, 1s. 7½d. to 2s., as to quantity and packing; shipment, September, 1s. 4½d.; September-October, 1s. 5d. per lb., c.i.f.

LIME.—Dull, quotations unchanged: West Indian, distilled, spot, 21s. to 22s. per lb., as to quantity.

OLIVE.—Market is steady at the higher figures: B.P., 1 per cent., 5s. 10d. per gallon, in drums. Edible quality, ten 1-gallon tins, in cases, 76s.; twenty ½-gallon tins, 80s. per case; drums, 6s. 1d. per gallon.

ORANGE.—Business in French Guinea oil remains poor on spot, shipment offers neglected: French Guinea, spot, in drums, 2s. 10½d.; re-packed, in tins, 3s. 2d. to 3s. 4½d. per lb., ex store. Shipment dull, with price nominal at 2s. 4½d. per lb., c.i.f. A parcel in bond is reported to be available at 2s. 4d. Californian, spot, one case,

2s. 8½d.; two or more cases, 2s. 6d.; large drums not quoted; small drums, 2s. 5d. per lb., landed; cold-pressed, 3s. 2d. per lb., c.i.f., in cases.

PALMAROSA.—Business restricted to a few small inquiries: spot, about 7s. 9d. to 8s. per lb.; shipment offers, prompt, 6s. 10d., c.i.f., and new crop, distant shipment, 6s. 7½d. per lb., c.i.f.

PATCHOULI.—Spot holders' quotations for Singapore oil continue in the region of 12s. 6d. per lb., but this figure would be discounted for a quantity. Business remains slow. Seychelles, 10s. 9d. to 11s. per lb., as to quantity.

PEPPERMINT.—Fair inquiry on spot, with buyers at 4s. 7½d., but holders wanting 4s. 9d. to 4s. 11d. Re-seller of August-September at 4s. 5d., c.i.f., with business done. Japanese shippers reject bids of 4s. 2d. for October-December and quote 4s. 5d. per lb., c.i.f. Thursday: One cabled quotation only at 4s. 8d. per lb., c.i.f. American natural oil, tins, continues firm at 2 dollars 30 cents to 2 dollars 35 cents per lb., c.i.f. Bulgarian is offered at 11s. per lb. and Russian at 7s. 6d. per lb., c.i.f.

PEITGRAIN.—Quiet, with values maintained: spot, cases, 3s. 9d. to 3s. 10d. per lb.; shipment, 3s. 2d. per lb., c.i.f. French oil, to come forward, is quoted from the source at 950 francs per kilo.

RAISIN SEED.—Market is dull: Californian, spot, 2s. 4d. to 2s. 6d. per lb., ex store, as to quantity.

ROSEMARY.—Business quiet, market fairly steady: genuine Spanish quoted at about 3s. to 3s. 6d. per lb., as to quantity. Tunis, new crop, 2s. 8d. to 2s. 10d. per lb., landed, as to quantity.

SANDALWOOD.—Genuine East Indian Mysore, in one-case lots, steady at 20s. 6d. per lb. Genuine East Indian, produced outside the province of Mysore, 18s. 6d. to 19s. per lb., c.i.f., in bulk quantities. English-made West Indian, 7s. 3d. per lb. Australian, steady at 15s. 3d. per lb., for 7-lb. tins; one case at 14s. 9d. and five cases at 14s. 6d. per lb.

SPEARMINT.—A little spot business reported, market steady: U.S.P. oil, spot, 9s. to 9s. 3d.; shipment, 8s. 4d. per lb., c.i.f.

SPIKE.—Business is still slow: genuine Spanish, about 5s. 3d. to 5s. 7½d. per lb., as to quantity and seller. Blended oils offering at cheaper prices.

WORMSEED.—Continues steady on a quieter market: U.S.P. oil, spot, 11s. 3d. to 11s. 4½d.; shipment, 10s. 6d. per lb., c.i.f.

London Drug Stocks

ARRIVALS at and deliveries out of public warehouses during July and stocks at July 31, 1938, 1937 and 1936, were as follows:—

Article	Quantity or Package	July, 1938		Stocks at July 31		
		Landed	De-livered	1938	1937	1936
Aloes	cwt.	23	90	110	334	273
Anise (Star)	cwt.	—	2	39	83	141
Calumba root	bags	—	143	1,397	101	97
Camphor	packages	23	22	327	20	359
Cardamoms	cwt.	270	232	756	256	307
Cascara sagrada	tons	—	6	71	75	45
Cochineal	bags	—	8	37	53	52
Cubeb	bags	30	11	19	11	5
Dragons blood	cases	12	—	127	164	183
Galls (China and Japan)	cases	—	—	—	886	638
Galls (Turkey and Persian)	cases	—	—	—	—	—
Gums	bags	18	3	186	234	163
Acacia (all descriptions)	packages	1,542	1,968	11,071	21,474	11,620
Ammoniacum	packages	—	1	55	38	29
Animi	packages	28	21	239	552	456
Asaferida	cwt.	13	3	262	497	420
Benzoin	cwt.	14	56	452	764	802
Copal	packages	3,055	2,992	15,857	14,803	19,143
Dammar	packages	601	1,607	5,392	5,792	4,260
Guaiacum	cwt.	3	2	5	37	128
Gamboge	cwt.	2	9	15	49	39
Kowrie	tons (net)	15	81	108	245	121
Mastic	packages	2	9	51	94	4
Myrrh, E.I.	packages	39	2	44	12	104
Olibanum	packages	—	19	345	264	267
Sandatac	packages	—	23	293	187	159
Tragacanth	packages	120	331	4,339	3,387	4,996
Ipoanua:—						
(Matto Grosso)	cwt.	83	58	64	63	} 244
(Other sorts)	cwt.	—	2	45	41	
Nux Vomica	cwt.	40	40	241	237	416
Rhubarb and Rhapontica	cwt.	61	59	415	292	233
Sarsaparilla	cwt.	20	28	240	227	326
Senna	bales	141	216	2,129	2,847	3,800
Shellac, orange	cases	4,965	9,892	120,612	141,659	125,261
Turmeric (Bengal)	tons	—	—	19	16	87
Turmeric (Madras, Cochin, etc.)	tons	39	18	98	78	189
Waxes, bees'	packages	598	982	2,912	3,437	2,506
Waxes, Japanese	packages	116	49	387	204	232

Argentine Trade

THE following are extracts of interest to the chemical and drug trade from the report of the Department of Overseas Trade on the commercial conditions in the Argentine Republic (H.M. Stationery Office, 3s. 6d.):—

Drugs.—United Kingdom manufacturers found business increasingly difficult owing to severe competition from France and Germany. A French company opened a local branch with large stocks and two German firms started to pack drugs and pharmaceutical products locally, thereby reducing their costs as regards duties. In view of these developments it is evident that unless United Kingdom manufacturers adopt similar trading methods they have little chance of improving their position.

Pharmaceutical Specialities.—There is a big demand in Argentina for pharmaceutical specialities, but the more important United Kingdom manufacturing chemists, with one or two exceptions, have so far hesitated to enter the market, and the greater part of the business is in the hands of German, French, United States, as well as Italian manufacturers.

Patent Medicines.—Imports of patent medicines rose from \$2,541,549 pesos paper in 1936 to \$2,782,109 in 1937. United Kingdom manufacturers made little headway, many of them being discouraged from entering the market by the delays which occur in obtaining the necessary official approval or permit for the sale of any new imported product, and the trade is principally in the hands of the French, German, Italian, Swiss, and United States manufacturers. The local speciality and patent medicine industry has developed considerably, several German, French and United States firms now manufacturing locally.

Sheep and Cattle Dips.—The high prices ruling for pastoral products during 1937 favoured an increase in the consumption of dips, the imports rising to 8,871 tons from 7,460 tons in 1936. United Kingdom dips still dominate the import trade, attempts by a German manufacturer to secure a footing having failed. It is anticipated that imports will decline in 1938 as most importers had substantial stocks left on their hands at the end of 1937, a drought over a large area of the sheep-rearing district having affected the demand. A revival is, however, likely to occur in the local sales, seeing that general rains have fallen and the damp weather favours scab.

Industrial Chemicals.—Argentine prosperity in 1937 was reflected in the increased consumption of industrial chemicals. In the alkali trade United Kingdom manufacturers continued to supply most of the imports, competition from Japan being less acute than the year before. In bleaching powder Italy showed more interest in the Argentine market, and in December the first supplies were available from the new plant erected by an Argentine firm in Rosario. Two tartaric acid plants were built in the Province of Mendoza, and it seems probable that between them they will shortly be in a position to supply most of the requirements of the Argentine.

Perfumery.—The unification of internal taxes has benefited the foreign perfumery trade as a whole, and in contrast with the downward trend of recent years the imports improved slightly in 1937 in spite of the expanding local production which caters for the popular demand. The general preference is for French types, but one well-known United Kingdom brand continues to make headway. The market is, however, so competitive that the successful introduction of a new product makes it a long and difficult task that can only be accomplished by a considerable expenditure on advertising.

Photographic Materials.—1937 proved a difficult year for dealers in photographic materials owing to the reappearance of price-cutting. Imports of plates rose from 184 tons in 1936 to 229 tons in 1937, and those of films from 1,293 to 1,697 tons. Although United Kingdom plates and films are appreciated on account of their excellent quality, their wide sale is prejudiced in general by comparatively high prices. Local manufacture has not yet developed on an important scale.

Commercial Notes

Straits Settlements Papain Industry.—It is reported that areas in Perak have been found suitable for growing papaya trees and abandoned mining lands are to be developed as a basis for the production of papain. World demand for papain is increasing steadily. The United States, which last year imported 180,000 lb. of papain valued at \$205,000 is the world's largest consumer.

Taiwan Derris Production.—It is reported that cultivation of derris at Taiwan (Formosa) is being considerably increased. Recently about 350 acres were planted with the root. The first harvest is to be gathered this month. The crop is estimated to yield 1,300 kin per acre (100 kin is equal to 132,277 lb.). Plans are in course of preparation for the planting of a further 3,450 acres during the next three years.

Philippines Derris Industry.—The Philippine Bureau of Plant Industry reports that a total of 3,734,917 derris cuttings was distributed to planters in 1937. Derris plantings cover 1,564 hectares in 35 provinces, with 89.6 per cent. of the total in the following 8 provinces. (The hectare = 2.47109 acres):—

Province	Hectares	Province	Hectares	Province	Hectares
Cebu	500	Zamboanga ...	152	Leyte	43
Bohol	300	Iloilo	110	Capiz	30
Occidental Negros	210	Agusan	57		
				Total	1,402

In addition, there is a moderate area planted with cuttings received other than from the Bureau of Plant Industry. Production is small so far, planters having made no attempt to sell their production as yet. Exports during 1936 and 1937 totalled 596 bales of dried derris root of 120 kilos, each.

Swiss Vaccines and Serums Exports.—Details of exports from Switzerland during January-March, 1938 (with comparative figures for 1937) were as follows:—

Country	First Quarter of 1937		First Quarter of 1938	
	Kilograms	Swiss francs	Kilograms	Swiss francs
Spain	211	8,793	722	44,462
Austria	123	7,700	639	19,765
Italy	323	14,199	343	11,458
Egypt	—	—	928	6,385
Great Britain	44	3,160	49	3,320
Canada	—	—	35	1,925
Lithuania	94	3,661	49	1,857
Argentina	110	6,767	24	1,775
Belgium	—	—	11	1,500
All other	114	3,868	157	5,931
Total	1,019	48,148	2,957	98,354

Dutch Cinchona Exports.—The following table gives particulars of exports of cinchona bark from Holland:—

Year	Metric tons	Florins
1933	3,597	4,706,000
1934	3,321	4,191,000
1935	3,741	4,384,000
1936	4,041	4,690,000
1937	3,898	5,785,000
Jan.-June:—		
1937	1,882	2,748,000
1938... ..	1,227	1,828,000

Dutch East Indies Quinine Industry.—Cinchona bark containing an equivalent of 182,205 kilog. of quinine was delivered to the Bandoeng Quinine Factory during 1936. It is assumed that approximately this quantity of quinine was produced during the year. Details regarding deliveries of bark to the factory are not yet available for 1937, but a recent Government report states that a larger percentage of the permissible export of quinine, under the terms of the quinine restriction scheme, was allotted to the Bandoeng plant during the year, and on this basis production is estimated to have been in the neighbourhood of 200,000 to 210,000 kilog. of quinine. In 1937, net exports of quinine sulphate from the Netherlands Indies amounted to 207,788 kilog., compared with 192,055 during the preceding year. Particulars of destinations were as follows:—

Country	Kilog.	Guilders	Country	Kilog.	Guilders
Netherlands ...	169,846	2,635,326	Hong Kong ...	3,947	132,108
Italy	905	27,335	China	6,540	231,766
British India ...	16,826	334,297	Japan	709	22,270
Siam	3,170	101,230	Philippine Is.	1,493	48,119
Penang	2,097	67,803	All other ...	834	27,042
Singapore	932	31,482			
Indochina	489	18,170	Total	207,788	3,676,948

Correspondence

Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

Rehousing and Lost Trade

SIR,—It would appear that there should be some means of compensating a trader for loss of trade when the population is moved from a district for the purpose of rehousing (*C. & D.*, August 20, p. 194). One way would be to give the traders in the district to be cleared the first option of opening shops in the new area; if they were tied down by their leases then there should be a method for indemnifying them. For the programme is a national one, and although it is only right that proper housing should be provided, any such legislation should take into account the effect it may have on everybody concerned. There are other instances in which a changing population affects the retail trader; for example, a new arterial road or a by-pass is opened up, it becomes built round and takes away the traffic and the trade from the original shopping centre.

Yours faithfully,
C. R. E. (25/8).

Stability of Ammonium Carbonate Solution

SIR,—I noticed that your contributor "Xrayser," in your issue of August 13, raises again that old boggy about the stability of ammonium carbonate in prescriptions. I have, as part of my duties, to examine some hundreds of bottles of dispensed medicine and stock solutions of ammonium carbonate during the course of a year, and can state without fear of contradiction that a correctly dispensed mixture containing ammon. carb. will retain its strength for long periods provided the container is corked reasonably well. I have examined mixtures a month old containing the salt, and found that they have contained the correct amount. When errors are found, they are plus errors as often as they are minus, evidently owing to the dispenser having succumbed to the temptation to add "just a little more" for safety. The ease and accuracy with which the ammonia content can in most cases be assayed makes this substance an ideal one for use in test prescriptions. A moment's thought will show why a solution keeps better than the dry salt. The rate of decomposition is a function of the surface area exposed. The sum of the areas of all the small particles or even lumps composing the dry solid is vastly greater than that of a solution containing the same amount, hence decomposition will be much less rapid in the solution than in the solid.—Yours faithfully,

PHARMACIST-ANALYST. (26/8).

Dispensing Equipment

SIR,—The remarks of your contributor on "Apparatus in the Pharmacy" (*C. & D.*, August 27, p. 206) caused me to refer again to the note giving the minimum equipment of a pharmacy required in the State of Minnesota, and I was mildly surprised at one or two of the items. Although the full set of apothecaries' weights runs from half a grain to two drachms, the required dispensing scale is to be capable of weighing one grain or less. This means, presumably, that a scale weighing one grain would satisfy the requirements, but in this country we have been taught that a dispensing scale should turn to one-tenth of a grain to be really accurate. Then a pill tile or tablet slab is stipulated, but there is no mention of a pill mortar and pestle, or pill machine. Glass mortars are convenient for triturating small quantities of powders, or for dissolving a few grains of crystalline salts, but have their advantages.—Yours faithfully,

MESURA (28/8).

Business in Holiday Camps

SIR,—It may well be that holidays with pay will bring more business to the chemists in seaside resorts, as you note in your comments on this (*C. & D.*, August 27, p. 215), but the chemist starts with a handicap which is not imposed on other traders in reference to shops in holiday camps. Some of these camps are completely self-contained, even including a row of shops, which are taken by traders from the nearest town or others who obtain a concession from the company owning the camp, and one of the first trades to be represented is the photographic, with the sale of films and D. and P. work. The trader who has already a shop in the town can use this camp simply as a receiving depôt and leave a girl in charge.

There is also sure to be a shop for the sale of toilet and similar requisites, sunburn preparations, carded drugs and generally the goods sold in the usual drug store. In this type of stall a girl can be employed as well, but if a chemist wanted to open up a similar one in a camp he must employ a registered pharmacist to run it, irrespective of the fact that he may not desire to sell poisons or to dispense prescriptions on these premises. As the effective business season at these resorts only lasts for a few weeks, it would not be worth while employing a pharmacist to supervise a shop of this type, but although a chemist cannot also be the owner of a drug store, there would seem to be no reason why he should not open a photographic depôt, provided the business was restricted to the sale of apparatus, films and papers and the handling of D. and P. orders.—Yours faithfully,

CAMPUS (27/8).

Insurance Dispensing Finance

SIR,—From the account of the Australian National Health Insurance Bill (*C. & D.*, August 27, p. 206) one can conclude that chemists there will be in a much better position than English pharmacists. In the first place, they have made sure of their position by securing direct representation on the Commission and the same status in their own sphere as the doctors have in theirs, so that their representatives will be able to speak with authority and the certainty of being heard. On the financial side they have obtained at the outset two rights which after all these years we are still struggling for in England, these are prompt payment and no discounting, and they have also reached an agreement that payment shall be on the basis of the British scale of dispensing fees plus 40 per cent. One cannot make any definite comparison without a knowledge of the figures for the cost of living, shop rents, taxes and wages, but 40 per cent. on a fivepenny fee raises it to sevenpence, which is very nearly the eightpence oncost for compounded mixtures, and so forth, calculated in terms of time, labour and establishment charges. Here it would mean a higher total for the drug fund, and is one argument why the whole Tariff should be revised in order to provide suitable pay for professional work, even if it requires Parliamentary consent to increase the amount of the fund. This question of the dispensing fees also shows the weakness of the propositions for a new Insurance contract, for although the stipulation is made that there shall be no discounting, the new contract is to be at the present Tariff rates.—Yours faithfully,

AUSTRAL (27/8).

What is a Poison?

SIR,—The remarkable recovery from swallowing 300 aspirin tablets (*C. & D.*, August 27, p. 209) raises the question as to when a substance becomes a "poison." The difficulty arises from the everyday meaning being something different from that of poisons law and because the latter makes confusion worse confounded. Thus aspirin is not a poison within the meaning of the Pharmacy and Poisons Act, 1933, until it is included in the Poisons List. Nevertheless cases of suicide with aspirin prove that it can destroy life and that it can be a poison within the ordinary sense of the word. Criminal law is not helpful in arriving at a commonsense definition, as any "noxious" substance administered with intent to injure or kill suffices to make the offender liable to the severest penalties imposed by justice. The legal way of defining what constitutes a poison is complicated by rules and exemptions extending and restricting the straightforward definition of a "poison being a substance included in the Poisons List." The ultimate deviation from the commonsense meaning of the word poison as a deadly substance is provided by sodium ethylmercurithio-salicylate. This substance must be labelled "Poison" in solution of any strength except under 0.1 per cent. as a preservative in therapeutic substances. Yet 1 in 1,000 dilution can be taken with impunity in doses as large as four fluid ounces. On the other hand, an ampoule containing a glycoside with potent cardiac activity may be preserved with the above organic mercury compound and then be exempted from poison labelling provisions though in fact the cardiac principle is more active than digitalin or strophanthin.—Yours faithfully,

SCIENTIA (8/3)

Miscellaneous Inquiries

We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them

S. C. (15/8).—**DIONIN IN COD-LIVER OIL.**—This substance is ethyl morphine hydrochloride, which is insoluble in fats and oils. If the base is procurable, it might be substituted in equivalent proportion. When the dionin is heated with cod-liver oil, the former melts, and the glutinous portion is simply resolidified dionin.

T. E. M. (19/8).—**BLOTCHY RIPENING OF TOMATOES.**—The tomatoes are apparently suffering from a disorder known as "blotchy ripening." Investigation has shown that this is a form of malnutrition in respect of nitrogen and potash, but as most growers apply adequate supplies of nitrogenous material, the disease is chiefly due to a potash deficiency in the soil. A diseased root system or too dry soil may be contributory causes. This disorder can usually be corrected by one to three dressings of potassium sulphate, using 5 cwt. per acre for each.

C. L. (12/8).—**PART I POISONS.**—The list of substances which are poisons is given in Statutory Rules and Orders, 1935, No. 1238, and these should be read in conjunction with the Poisons Rules. Although exemption from the First Schedule is made in favour of preparations containing less than 0.15 per cent. of atropine, such preparations still remain Part I poisons. So far as the label is concerned, for First Schedule poisons the word "poison" must be in red or on a red background, while for Ex. S.I. poisons the word "poison" may be in any colour on any colour background. The same also applies to the requirements regarding any additional words. The matter is fully explained in the *C. & D.* "Poisons Guide."

H. P. L. (25/7).—**ASTRINGENT LOTION AND COMPLEXION MILK.**—The following formulas are suitable for an astringent lotion and a complexion milk:—

Astringent Lotion

I	
Alum	1 oz.
Potassium carbonate	¼ oz.
Glycerin	½ oz.
Rose water	10 oz.
Distilled water	to 20 oz.

II	
Distilled witch hazel	10 oz.
Boric acid	½ oz.
Glycerin	1½ oz.
Menthol	3 gr.
Rectified spirit	3 oz.
Perfume	a trace
Distilled water	to 20 oz.

Complexion Milk

I	
Lanolin	50 parts
Soap	3 parts
Glycerin	20 parts
Rose water	300 parts
Tincture of benzoin	5 parts
Water	612 parts
Perfume	a sufficient quantity

Melt thirty parts of lanolin in a water bath, and add 200 parts of rose water containing ten parts of potash soap and twenty parts of glycerin. Remove from the water bath and add thirty parts of tincture of benzoin and finally 700 parts of warm freshly percolated cucumber juice. Shake the mixture until it cools.

D. T. W. (15/44).—**SALE OF STRYCHNINE.**—Rule 15 of the Poisons Rules reads as follows:—"It shall not be lawful to sell or supply strychnine except as an ingredient in a medicine. Provided that this Rule shall not apply to the sale of strychnine (a) by way of wholesale dealing; or (b) to be exported to purchasers outside the United Kingdom; or (c) for the purpose of being compounded in medicines prescribed or administered by a duly qualified medical practitioner or registered veterinary surgeon; or (d) to a person or institution concerned with scientific education or research or chemical analysis, for the purposes of that education, research or analysis." In your case you are protected both by (a) and (c), particularly the former, provided the supply is made on a

"signed order," and the seller is satisfied that the requirements of Poison Rule 7 (3) have been fulfilled. Wholesale dealing is covered by Section 20 of the Pharmacy and Poisons Act, 1933, which states:—"Except as provided by the Rules, nothing . . . shall extend or interfere with (1) the sale of poisons by way of wholesale dealing," and "(4) the sale of an article for use in and in connexion with any hospital, infirmary, dispensary or similar institution approved by an order, whether general or special, of the Secretary of State."

F. C. C. (22/8).—**DESTRUCTION OF BOOKWORMS.**—The following is a formula of a preparation used for this purpose:—

Naphthalene	3 parts
Oil of turpentine	4 parts
Petroleum	2 parts
Phenol	1 part

Apply to the book-leather with a camel-hair brush.

Another method of eradicating bookworms consists in placing the book in a closed box in which it is exposed to the fumes of carbon disulphide, or solution of formaldehyde.

C. & J. (23/8).—**SALE OF AMMONIA.**—A product containing 50 per cent. of ammonia solution (0.880) is a Part II poison. This can only be supplied to the public by an authorised or listed seller of poisons. A wholesaler need not be registered except for direct supply to the public. Packages of large dimensions supplied by makers to industrial consumers (i.e. not for re-sale) are by Poison Rule 5 (2) subject to relaxed labelling provisions, i.e. it is sufficient to label conspicuously the outside of the package with words indicating the dangerous properties of the poison (e.g. "Poisonous. Danger, emits ammonia gas.") as well as the name and address of the seller. It is not necessary to enter such sales in the statutory poisons register.

A. L. K. (26/8).—The position under the Unemployment Insurance Act is that claimants for unemployment benefit who are taking a course of study are unable to draw unemployment benefit if their attendance at the course of study renders them unavailable for work, unless the Minister of Labour approves the course of study in each individual case. The Minister gives approval in cases where chemists' assistants are taking an appropriate course of study with a view to the Pharmaceutical Society's examinations. Thus such men are able to draw any unemployment benefit to which they are otherwise entitled despite the fact that whilst studying they are not immediately available for employment. It is necessary in any such cases for the man concerned to apply to his appropriate Employment Exchange before commencing his course of study.

Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," September 1, 1888

The Pharmaceutical Conference

Twenty-four years have rolled round since the British Pharmaceutical Conference last met at Bath, and this will make the second time in their history that they officially renew acquaintance with a city previously visited, Birmingham furnishing the other instance. The Bath meeting was the second Conference held, and was the first after the organisation of the Association had been completed, for the assembly at Newcastle-on-Tyne in 1863 was of an experimental and provisional character. It was at Bath in 1864 when the arrangements were in full working order for the first time. That the ideas of the promoters were rather more extensive than practical is evident from the fact that the meeting at Bath in 1864 was planned to spoil an entire week. Proceedings commenced on Wednesday, September 14, and sessions were held on the Thursday, Friday and Monday following. The attendance numbered over fifty; the report showed that the membership at the time exceeded 150. Mr. Henry Dale, of Clapham, gave the Presidential address, and twenty-eight papers, certainly not inferior in average merit to those of any succeeding meeting, and all of them of pharmaceutical interest, were submitted.



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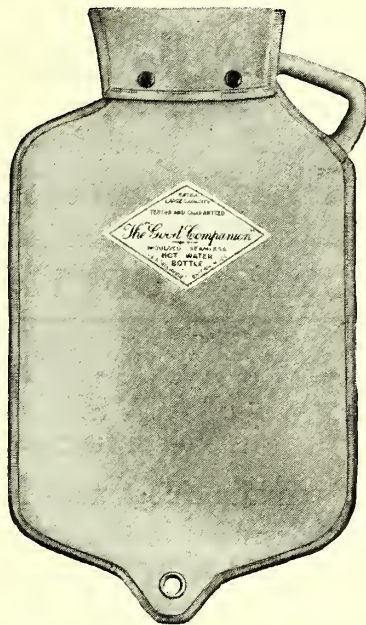
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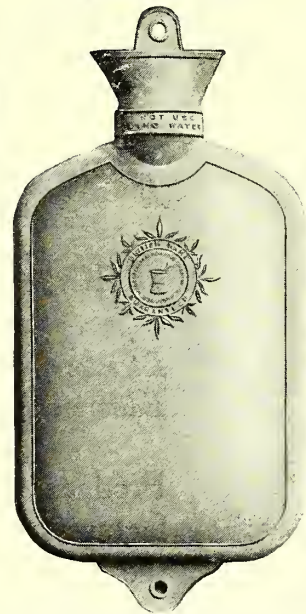
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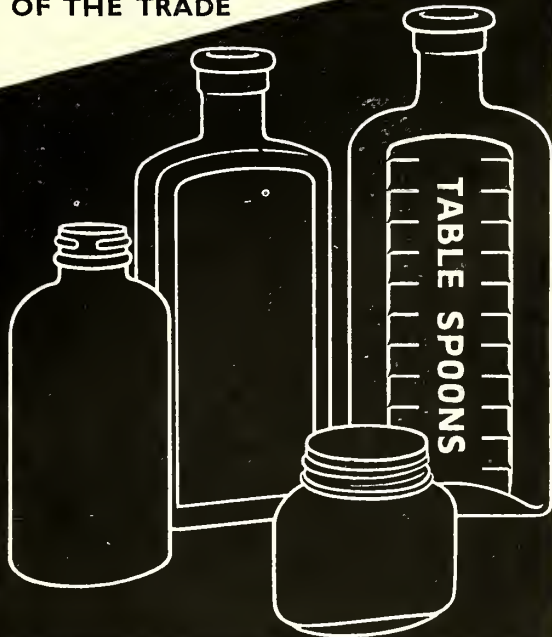
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THE CHEMIST & DRUGGIST DIARY AND YEAR-BOOK, 1936

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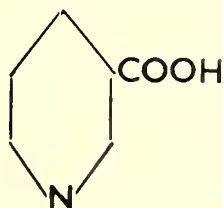
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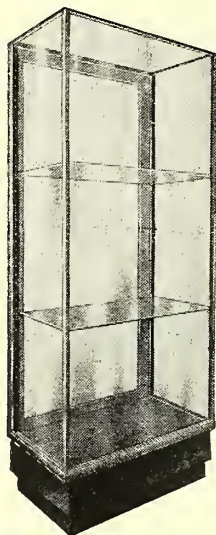
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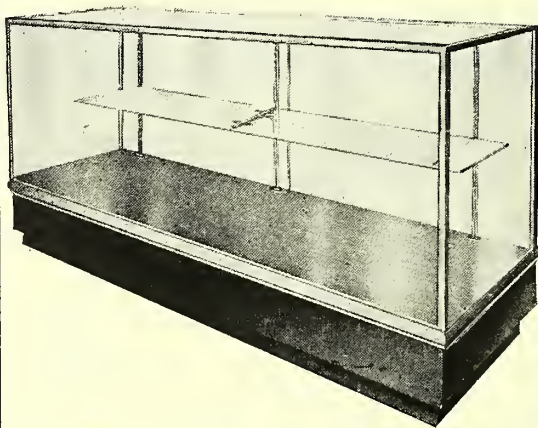
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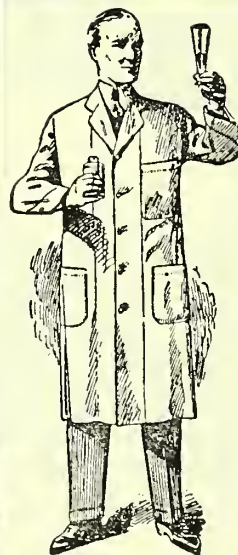
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The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

SEPT. 3, 1938

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9.—**KILBURN (NEAR).**—Main-road Good-class Cash Retail Business; valuable Agencies; turnover about £40 per week under management; rent of shop about £100 per annum; good, clean, saleable stock; attractive fixtures; Vendor would probably accept about £100 for the Goodwill plus the stock and fixtures at valuation, in all about £900-£1,000; a small sum down will be accepted and the remainder over a period.

10.—**SUSSEX COAST.**—Good-class Chemist Retail Business; old established; takings for last completed financial year £1,830; excellent living accommodation; fair stock; price about £850 all at; takings have been £6,000 per annum; immediate sale desired; no reasonable offer refused.

11.—**PENARTH (NEAR).**—Good Middle-class Cash Business; takings over £1,250 per annum, increasing; excellent living accommodation; price to include property £1,450, or lease can be had at £65 per annum; retirement vacancy.

12.—**NORWICH.**—Middle-class Retail Business occupying excellent position; takings £1,672; N.P. £413; chartered accountant's figures; stock £500; inclusive purchase price £750 or near offer; immediate sale desired.

13.—**NEWCASTLE-ON-TYNE.**—Branch Business; takings nearly £1,200; stock £250; inclusive purchase price £500.

14.—**CIRENCESTER (WITHIN EASY REACH OF).**—Country Retail Business; very nice house and garden; low rental; net profit over £300 per annum; inclusive purchase price £775; quick sale desired.

15.—**LIVERPOOL.**—Mixed Business with good Panel; established many years; returns exceed £1,500 under management; single-fronted lock-up shop; rent £50; held on lease; price £750.

16.—**WAKEFIELD (NEAR).**—General Cash Retail Business with excellent Panel for disposal owing to vendor purchasing a business on the South Coast; takings £1,562; net profit £411; stock £400; nice living accommodation; price required for the lease and goodwill £200; fixtures £200.

17.—**BIRMINGHAM.**—Family Retail Business; established 12 years; takings last year £1,165; net profit £315; nice house; low rental; inclusive purchase price £650.

18.—**S. YORKS.**—General Retail Business; takings last year nearly £850; rent £70 per annum; stock and fixtures worth £500; inclusive purchase price £525; scope for increase.

19.—**BUCKS.**—General Retail Business with Kodak agency; returns about £800, have been £1,200; double-fronted shop; stock and fittings estimated to be worth £350; small house and garden; 13 years' lease, option to purchase property; about £400 will be accepted.

20.—**ROCHESTER.**—Ill-health necessitates the early sale of a General Retail Business with an increasing turnover; takings this year £1,750; stock £600-£700; fixtures £175; modern living accommodation; new lease; inclusive purchase price £1,000, or near offer.

21.—**DEVON.**—Old-established Good-class Family Retail Business; returns exceed £1,300; good profits; large shop; well stocked; new lease will be granted; price £650.

22.—**CATFORD (NEAR).**—Cash Retail Business for immediate disposal; turnover over £1,300 per annum; scope; leasehold premises also for sale; ground rent £10 per annum; lease 36 years unexpired; stock and fixtures worth about £375; inclusive purchase price of business and property £950, or offer; a lease might be granted; no reasonable offer refused.

23.—**EASTERN COUNTIES.**—General Retail Business occupying important position in city; turnover last year £707; net profit £270; stock £178; rent only £50 per annum; inclusive purchase price required £250.

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(C1) SOUTHERN COUNTY (RETIREMENT VACANCY).—Good-class business, situated in progressive market town; turnover upwards of £4,000 per annum; gross profit approximately £1,400; in present hands over 30 years; property can be purchased or taken on lease at a reasonable rental; net earning capacity £750-£800 per annum; stock and fixtures £1,200-£1,300, and an all-in figure of £2,750 for the business will be accepted; near offers considered; particulars to genuine prospective purchasers only upon receipt of Bankers' references.

(C2) BEDFORDSHIRE TOWN.—Good profit-earning business, well situated, and possessing scope for increase; turnover for last financial year £2,123; net profit £503; large panel; living accommodation; reasonable rental; price £1,200 or near offer.

(C3) SURREY (GOOD BUSINESS TOWN).—Established Retail business with modern front; situated in main shopping street; increasing turnover, which for the last financial year exceeded £4,000; price £2,500-£2,800, according to value of stock.

(C4) RAYNES PARK (NEAR).—Attractive main-road business occupying prominent position in middle-class residential suburb, near to leading multiples; turnover for 1936-37, £2,847; gross profit £1,080; net to owner-proprietor, £600-£700; rent £220, including up-to-date flat; lease 17 years; price £1,300, plus stock at valuation (estimated at £480).

(C5) EAST FINCHLEY (NEAR).—Established main-road business with living accommodation, at present sub-let; turnover for year ended December, 1937, £2,572; gross profit £962; stock estimated at £1,000, all of which is good; fixtures about £280; price all at, for quick sale, £1,530, or near offer, including only £250 for goodwill.

(C6) HARROW (DEATH VACANCY).—High-class business with Arden, etc., agencies; turnover upwards of £2,200 per annum; net profit to owner-proprietor should approximate £400-£450; net rental £96 per annum; price asked comprises little more than value of stock and fixtures.

(C7) UXBRIDGE (NEAR).—Old-established family business situated in growing and improving district; turnover for 1937-38 financial year, £2,139; gross profit £804; rent £65; lease nearly 21 years to run; to an Owner-Proprietor the business would at present show a net profit of £500-£550 per annum; price approximately £1,500 all-at.

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(C8) WEALDSTONE.—Double-fronted Pharmacy with modern flat above; returns £1,550, and steadily increasing; long lease; good scope; price all at £500.

(C9) BOREHAM WOOD.—Well established; turnover for last financial year £2,745; good living accommodation; first reasonable offer accepted.

(C10) PRESTON.—Good profit-earning business, with steadily increasing turnover; returns for 1936, £1,167; 1937, £1,261; N.H.I. 600-700 scripts monthly; property can be purchased or taken on lease at a rental of £52 per annum; stock and fixtures estimated at £450; price all at £600. **But any reasonable offer will be considered.**

(C11) FINCHLEY.—Attractive modern Pharmacy occupying main road position; turnover nearly £1,700 per annum; genuine scope; modern flat; no goodwill asked.

(C12) BRIXTON (NEAR).—Old established; net profit for 1937-38, £418; living accommodation; main road position; price all at £550 or near offer.

(C13) SIDCUP.—Middle-class business with self-contained flat; turnover upwards of £1,900 per annum; price all at £450, representing less than value of stock and fixtures.

(C14) FINSBURY PARK (NEAR).—Main road position; turnover for 1937-38, £1,629; rent £70, including living accommodation; price all at £750.

(C15) CHESHIRE TOWN.—Attractive well-fitted lock-up Pharmacy; turnover upwards of £1,600 per annum; rent £60; price £700, being less than value of stock and fixtures.

(C16) EPSOM (NEAR).—Attractive modern Pharmacy, with compact flat, and all up-to-date conveniences; present returns (under management) approximately £40 weekly; rent £150 per annum; stock and fixtures estimated at £700; price all at £800; valuation terms if preferred.

(C17) STREATHAM (NEAR).—Family business, situated in populous working-class district; at present being conducted as a branch and well capable of increase; turnover for 1937-38, £1,190; rent £80; price all at £500, 50 per cent. of which could remain.

(C18) ILFORD.—Branch business (lock-up); no opposition; turnover £1,200, with scope for early increase to £2,000; price all at £350, being considerably less than estimated value of stock and fixtures.

(C19) SOMERSET.—Unopposed village business; net profit for last financial year £300; living accommodation with four bedrooms, bathroom, etc.; electric lighting and main water supply; owner has the offer of a position outside retail and will consider any offer within the bounds of reason.

(C20) WANDSWORTH (NEAR).—Main road, with good living accommodation; present returns £30-£33 weekly; well capable of early increase to at least £2,000 per annum; rent £78; price all at £700, part of which could remain.

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EXCELLENT business in heart of the West End; old-established and well known. 19/5, Office of this Paper.

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EXCEPTIONAL opportunity for all trades in an imposing block of shops now nearing completion on new Estate in Coventry. This Estate comprises 3,500 houses, of which approximately 1,700 are built and occupied. Rents are from £100 to £200 per annum, according to position and living accommodation required. Possession can be had in time for Christmas trade. Full details from Clifford & Clifford, 25 Hertford Street, Coventry.

OPPORTUNITY for Chemist; corner shop with garage; on bus route; near station; companies' services; population about 5-6,000; near London; one competitor; rent 17s. 6d. 333/197, Office of this Paper.

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URGENT need for Chemist in Multiple Parade near suburb; shop, flat, garden and garage space; thousands houses built and building; rent only £160, worth £200; **ABSOLUTELY NO COMPETITION**. Details, 7 Lowther Road, S.W.13. Tel.: RIV. 1082.

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THE COMMITTEE OF VISITORS invite TENDERS for the supply of Drugs and Dressings, for the SIX MONTHS ending MARCH 31, 1939.

For Form of Tender apply, enclosing stamped addressed envelope, to the Clerk of the Hospital, Severalls, Colchester.

Tenders must be delivered in a plain envelope, securely sealed with sealing wax, on or before SEPTEMBER 20, 1938, endorsed "TENDER FOR DRUGS AND DRESSINGS," and addressed to THE CHAIRMAN OF THE COMMITTEE OF VISITORS, SEVERALLS MENTAL HOSPITAL, COLCHESTER, and shall not bear any name or other distinguishing mark indicating the identity of the sender. No tender will be considered which does not comply in all respects with these directions.

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NAMES AND ADDRESSES

When sending advertisements for any of the columns of this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not adhered to and delay and disappointment ensue. Strict attention to this detail will be appreciated.

SITUATIONS OPEN

RETAIL (HOME)

6s. for 40 words or less; 1d. for every additional word, prepaid. (Box No., 1s. extra.)

BRISTOL.—Wanted, immediately if possible, Qualified Chemist (lady or gentleman). Apply, stating full particulars in first letter of experience, age, etc.; permanency, salary £4. Forward copies of references, also photograph if possible. 24/51, Office of this Paper.

BRISTOL.—Wanted, young male Qualified Assistant as soon as possible; quick and reliable Dispenser. Apply, stating age, height, experience, salary required, with references and photo, to Dunford, 10 North Street, Bedminster, Bristol, 3.

CHURCH.—Smart young Unqualified Assistant required; permanency. Please state full particulars of age, experience, salary required, etc., to R. A. Ebborn, Ltd., Chemists, High Street, Christchurch, Hants.

EAST END.—Experienced, Qualified Manager required for progressive business; salary £4 per week and liberal commission; also comfortable living accommodation in new state of repair; to commence approximately third week in October. 333/195, Office of this Paper.

KINGSTON-ON-THAMES.—Unqualified Male Assistant, mainly for Dispensing; permanency; no half-day or Sunday duty. Apply, stating age, height, salary required; send photograph. E. C. Tamplin & Son, 19 Eden Street, Kingston.

LINCOLNSHIRE.—Qualified Chemist required at once for Agricultural business; permanent position to suitable man. Apply giving particulars as to experience and salary to Executors to F. C. Burrell, Chemist, Market Rasen.

LIVERPOOL DISTRICT.—Junior Unqualified Assistant required immediately; accurate Dispenser, good Salesman; permanency. Write, giving details, to 333/201, Office of this Paper.

LONDON COUNTY COUNCIL.—Assistant Pharmacists (men or women) (part-time), age under 40, required for mental health services. Vacancies at (1) Hortou Hospital, Epsom, Surrey; (2) Long Grove Hospital, Epsom; (3) Caterham Hospital (L.C.C.), Caterham, Surrey. Must possess Pharmaceutical Society's qualification. Salary £130 a year; hours 21 a week (morning sessions only). Non-pensionable. For application form, returnable by September 20, send stamped addressed foolscap envelope to Chief Officer (B/A), Mental Hospitals Department, Shell Mex House, Strand, W.C.2. Marriage terminates service in case of women. Canvassing disqualifies.

LONDON.—Qualified Assistant required for middle-class business; good Counter and Window-dressing experience essential; permanency. Please state full particulars in first instance. R. H. Archer, 9 Lewis Grove, Lewisham, S.E.13.

LONDON.—Unqualified Assistant required immediately; smart Counter man and good Dispenser; salary 55s. per week. Write full particulars to 333/198, Office of this Paper.

LONDON, E.—Qualified Assistant for middle-class business with N.H.I. Dispensing, to commence duties about the middle of September. Apply (letter only), giving particulars of experience, names of references, age, when disengaged and salary expected, "Chemist," 300 Amhurst Road, London, N.16.

LONDON, E.—Qualified Assistant wanted (lady or gentleman), Dispensing and Counter; permanency. State age, experience, references, salary required and when at liberty. 24/41, Office of this Paper.

LONDON, W.4.—Wanted, Unqualified Junior Assistant (male), in good-class Family and Dispensing Business. Apply with full particulars, 25/2, Office of this Paper.

LONDON, W.5.—Young Unqualified male Assistant required for high-class Dispensing business. Apply, stating full particulars, age, experience and salary required, to W. A. Weston & Sons, 29, New Broadway, Ealing, W.5.

MANCHESTER.—Unqualified Assistant required; must be competent Dispenser, Counterman and Window-dresser; permanency. Give full particulars as to age, experience, wage required and references, to 21/5, Office of this Paper.

MANCHESTER.—Wanted, Junior Unqualified Assistant (female); please state age, experience and salary required. 333/181, Office of this Paper.

SOUTH WALES.—Junior Qualified Assistant required; excellent opportunity for recently Qualified man to gain experience; permanency, with promotion. Write, with full particulars, to 333/199, Office of this Paper.

SURREY.—Recently Qualified Lady required; permanent; splendid prospects. Write, stating age, salary required, with usual particulars, Box 614, Reynells', 44 Chancery Lane, W.C.2.

SWANSEA.—Part-time Qualified Assistant required for two or three days a week. Apply, stating salary required, age, experience, etc., to 333/200, Office of this Paper.

WIMBLEDON, S.W.19.—Qualified Man required (age 23 to 30); capable, conscientious man with business instincts; not afraid of work; Photographic knowledge useful. Apply with full particulars to Durbins, Chemists, 12 The Broadway, Wimbledon.

CHEMIST, Lady or Gentleman; must be expert in Photographic Sales and Toilet Articles. Also Qualified Chemist required to act as Manager for branch shop; extremely light duties; would suit elderly Chemist, or one seeking change for a few weeks. Full particulars to Hudsons, Chemists, Skegness.

COMPETENT Lady Assistant required, Brighton; one thoroughly experienced in all branches and requiring a permanency; please give full particulars and copies of references in first letter. 26/1, Office of this Paper.

JUNIOR Assistant for good-class business; must have had good Dispensing experience and have passed the Preliminary Scientific. Apply, H. Meynell, Tenterden, Kent.

JUNIOR Assistant, male, required immediately. Venables, 54 Fulham Palace Road, W.6.

JUNIOR Assistant (male) required September; permanency; for high-class Pharmacy. Apply, with references, salary required, height and photo, to L. J. Collis & Co., Ltd., 34 St. Leonards Road, Bexhill-on-Sea.

QUALIFIED, all-round, Assistant wanted; must be well recommended; London West Suburb. Apply, 24/45, Office of this Paper.

QUALIFIED Assistant for Branch Shop with one other Unqualified Assistant; very light duties; suit elderly pharmacist; full board and comfortable home; small salary and commission; state age, experience and salary required. Apply 24/34, Office of this Paper.

QUALIFIED Assistant required for middle-class business in Midlands; small N.H.I.; permanency; experienced Dispenser, Salesman, Window-dresser; please state age, experience, wages required, when at liberty; comfortable position. Apply 24/28, Office of this Paper.

QUALIFIED Chemist required (either sex) by multiple firm, to manage London suburban branch; permanent appointment; modern living accommodation available, if desired; salary and commission; preference given to applicant able to take a financial interest. Write, Q., 23/13, Office of this Paper.

PHOTOGRAPHS, TESTIMONIALS, &c.

When replying to advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. Many of these announcements produce an exceptionally large response and, as can be readily understood, the task of returning photographs, testimonials, &c., is one of some difficulty.

QUALIFIED Manager for branch. State full particulars and when disengaged. Essex Pharmacy, 14 Victoria Circus, Southend.

QUALIFIED Manager (male or female) wanted, October 1, for small Retail business; salary £3, plus flat. 24/500, Office of this Paper.

QUALIFIED Manager (married), wanted at once for a business on main road S.E. London; salary £4 weekly, plus commission on increased returns, and good residential flat (4 rooms, bath, h. and c., and lavatory); interview will be arranged. Applicants are requested to send full particulars of experience, copies of testimonials and photograph, to C. Bayley, Uppingham, Rutland.

REQUIRED, Qualified Chemist, good Dispenser and accustomed to Counter; reliable and capable. Give usual references, and state salary, or interview. Bow Drug Stores, Ltd., 39 Devons Road, E.3.

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FOR Modern Branch with exclusive Toilet Agencies and very extensive Photographic business; stock of Photo Apparatus is probably the most comprehensive in the Midlands, and sales of high-priced apparatus very numerous.

APPLICANTS SHOULD BE GOOD SALESMEN AND ORGANISERS AND HAVE HAD FIRST-RATE EXPERIENCE IN ALL STILL, CINE AND TALKIE APPARATUS. The post offers scope to the right man. Apply, with fullest particulars of experience, salary desired, and send photo to:—

MANAGING DIRECTOR, WANDS LTD., 12 HAY-MARKET, LEICESTER.

SMART young Assistant wanted; Counter, Display. Give complete details of experience, age, wages required, and when at liberty, Baker, Chemist, Windsor.

UNQUALIFIED Assistant (male) wanted shortly (Portsmouth district); good Counter Man essential. Apply, giving full particulars, age, salary, etc., 24/29, Office of this Paper.

UNQUALIFIED Assistant required by middle of September. Apply, giving usual particulars, to Gaze and Garside, 92 Turver's Hill, Cheshunt, Waltham Cross, Herts.

UNQUALIFIED Assistant required September 12; permanent; quick and accurate Dispenser, used to good-class trade. Apply, giving particulars of age, height, experience, salary required, and photograph (to be returned), to A. Procter & Son, Ltd., 6 Station Parade, Eastbourne.

UNQUALIFIED Assistant required; South Coast resort; must have had good training and used to high-class Dispensing; knowledge of Truss-fitting an advantage but not essential. Age, photograph and reference first letter, 24/3, Office of this Paper.

UNQUALIFIED Junior Assistant (male) required as soon as possible; experienced and used to quick N.H.I.; (arrangements can be made for extra free time for studying if necessary). Apply personally or in writing to O. Tobin, Ltd., 49 Harford Street, Mile End, E.1.

UNQUALIFIED Junior Assistant required for high-class business. Please give all particulars of experience, age, salary, etc., to **EARDLEY & FURNIVAL**, Pharmaceutical Chemists, 265 Glossop Road, Sheffield.

UNQUALIFIED Junior Assistant required (Lady or Gentleman), accustomed to quick Counter and N.H.I. Dispensing. Please give all particulars of experience, age, education, salary, etc., to W. A. Wood, Pharmaceutical Chemist, 351 High Street, West Bromwich.

UNQUALIFIED Junior, male, one just completed Apprenticeship not objected to, with knowledge of Window Display and Toilets; able to assist with Books and Dispensing; progressive post. Full particulars. Applicants not answered 5 days respectfully declined. 24/20, Office of this Paper.

UNQUALIFIED Lady Assistant required for Toilet Counter and to assist in General Counter work in high-class Provincial Pharmacy; good appearance. Apply, stating age, experience, salary required, and enclose photo if possible, to 24/4, Office of this Paper.

WANTED.—Lady Assistant (young, Unqualified), for Counter and Stock, in good-class West End business; some previous experience essential. Please apply by letter, with usual particulars and salary required, to 24/52, Office of this Paper.

WANTED.—Unqualified Assistant, working-class district; usual particulars, stating wages, to A. H. James, 312 Devons Road, Bow, E.3.

YOUNG Lady Assistant wanted immediately; state age, experience and wages required. 24/47, Office of this Paper.

YOUNG Unqualified Assistant (20 to 25); willing worker, Dispensing knowledge, Window-dressing, reliable references. State salary; vacaut soon; Manchester suburb. "Opus," 21/2, Office of this Paper.

VACANCIES FOR LOCUMS

LONDON, W.6.—Wanted at once, Unqualified Assistant (either sex), for 2 weeks' holiday duty. Melville, 11 Bridge Road, Hammersmith, W.6. Tel.: Riverside 3819.

LOCUM, Qualified, from September 5 to 22; West London. 23/17, Office of this Paper.

LOCUM, Qualified, wanted for London, N., for two days, September 26 and 27. Write full particulars, Chemist, 76 Carnarvon Road, London, E.15.

LOCUM required, commencing September 5, for fourteen days. Apply personally on Friday or Saturday, 21 Lampton Road, Hounslow, or 'phone Hounslow 3178.

WHOLESALE

ASSISTANT wanted as working head under supervision of a Wholesale Manufacturing Laboratory in the North of England. A Junior Qualified Pharmacist could apply if with good experience of making Galenicals and carrying out all the ordinary pharmaceutical operations on a medium manufacturing scale. Knowledge of working steam pans, etc., and preparing sterilised solutions would be necessary. Apply, with full particulars of experience and stating age, when free, and salary required, 333/193, Office of this Paper.

EXPERIENCED Men with sound connexions required, calling upon Chemists, for new and advertised line for Rheumatism, Gout, etc., preferably carrying another line; good commission. Write, stating ground covered and if car owner. 23/4, Office of this Paper.

REPRESENTATIVES, with established connexions amongst Wholesale, Retail and Farmers, for the United Kingdom and Ireland—also export houses note—for National Proprietary with advertising programme. Substantial terms, payable weekly; see our trade advertisement, page 236. Write, details of territory, clientele, if covered by fidelity, and travelling by car, to **KILOL, LTD.**, 13 Wren Avenue, Cricklewood, London, N.W.2.

REQUIRED, commencing October, mau or woman (not under 25) for training, view to taking charge: Bottle-filling, labelling and order assembling department of old-established London business; experienced high quality work preferably with chemicals or medicinals. State in detail past experience and wages required. 21/4, Office of this Paper.

SALES EXECUTIVE

REQUIRED BY WELL-KNOWN LONDON MANUFACTURING CHEMISTS to supervise and develop present Sales Organisation. Applicants must have had previous experience of a similar nature. Excellent opportunity for a capable Qualified Chemist with knowledge of Packed Goods and Sales Promotion. Write in confidence, stating age, experience, qualifications and salary required, 333/196, Office of this Paper.

SURGICAL INSTRUMENTS.—An Assistant with a sound knowledge of the trade (age up to 30). State experience and give full particulars and salary required to Reynolds & Branson, Ltd., 13 Briggate, Leeds.

TABLET Maker required by Manufacturing Chemist in London; fully experienced in Granulating, Tableting, Coating and Pill-making, and able to manage own department. Full particulars, giving experience, age and salary, to 333/194, Office of this Paper.

SITUATIONS WANTED

RETAIL (HOME)

2s. for 18 words or less; 1d. for every additional word, prepaid. (Box No., 1s. extra.)

A.A.A.—UNQUALIFIED Assistant (24), height 5 ft. 9 in.; single; desires permanency; genuinely experienced (London and Provinces); Counter, Toilet, Dispensing, Window-dressing, Photographic; free one month. Williams, Littleholme, Hillsboro Road, Bognor.

A.A.—QUALIFIED, single (27), desires progressive position as Manager or Assistant; last two years managing; experienced all branches; free one month. M.P.S., 77 Cranbury Road, Reading.

A.—UNQUALIFIED (31), thoroughly experienced, desires Managership of Drug Stores with view to purchase. 15 Meadow Gardens, Edgware.

AS Qualified Manager, Assistant or Locum; tall (33); London (City and Suburban), Seaside and Provincial experience as Manager or Assistant in shops doing big Dispensing business and fast Counter Trade in high-class Toilets, Photography, etc.; excellent references; free September 10. West, 2 Southville Close, West Ewell, Surrey.

ASSISTANT (age 22), 7 years' experience West End and Family Pharmacy; fluent German; recommended; London or suburb preferred. Wiukelman, 3 St. Charles Square, London, W.10.

ASSISTANT (38), Unqualified, experienced, seeks position Birmingham; temporary or permanent; free September 17. Williams, 2 Grosvenor Park, S.E.5.

EVENINGS, Pharmacist offers services from 6 p.m.; middle-aged; engaged during day. Write "M.P.S.," 252 Barry Road, S.E.22.

EXPERIENCED and up-to-date Pharmacist, open for permanent engagement October; Retail management, supervisory, or outdoor position entertained. "Pharmacist," 118 Durham Road, Feltham, Middlesex.

EXPERIENCED Assistant (29), Unqualified, seeks situation; thoroughly competent in all branches, including Photography and Veterinary work, some Optics; married. Cooper, Peshurst, Pevensey, Sussex.

EXPERIENCED Toilet and Fancy Goods Assistant seeks position, London or Midlands. Victoria Stern, 17 Victoria Road, Bude, Cornwall.

LADY Dispenser Book-keeper desires post, one or two Doctors; 11 years' experience in private practice. Taylor, Langley, Oxted, Surrey.

LADY Dispenser (Hall) Secretary, requires post with Doctor; experienced; good testimonials; disengaged; Eastern district preferred. 24/24, Office of this Paper.

LADY, Qualified M.P.S., seeks post Doctor or Hospital; 18½ years' varied experience; excellent testimonials; free October 3; South preferred. 24/55, Office of this Paper.

LADY, Unqualified (22), experienced in Window-dressing, Counter and Book-keeping; fair knowledge of Dispensing; seeks position. Hutchings, Suffolk Court, Suffolk Road, Bournemouth.

MANAGER, Qualified (30), reliable, good references; London district. P.C.B. 292/37, Office of this Paper.

M.P.S.—Lady, tall, energetic, excellent all-round experience, desires post London or Surrey; disengaged September 24. 20 Rushworth Road, Reigate, Surrey.

NORTH WALES COAST.—Manager, Assistant, preferably with view to succession; varied experience; very keen; permanency needed; full confidence. 17/17, Office of this Paper.

PHARMACIST-OPTICIAN, F.S.M.C. (31), tall; high-class Pharmaceutical; extensive Photographic experience; Refraction, Hospital-trained; free one month. 24/26, Office of this Paper.

PHARMACIST (26), good appearance, seeks permanency, London or Suburbs; well experienced in high-class Retail, all branches; reliable; Managership preferred. 24/13, Office of this Paper.

QUALIFIED desires change; free one month; keen and progressive; Manchester district or Cheshire; 29; single. Apply 24/46, Office of this Paper.

QUALIFIED Lady desires permanency; all-round experience of Dispensing and Retail. 24/18, Office of this Paper.

QUALIFIED Manager, good experience all branches; interview by arrangement; free one month. M.P.S., 22 Oswestry Road, Oxford.

UNQUALIFIED Junior, well recommended, hard worker, requires situation; speciality in Counter work and Photography. Sullivan, 107 Tredegar Road, Bow.

UNQUALIFIED married gentleman, experienced, competent, desires permanency, Assistant, Manager Drug Stores or Clerical work; Wales preferably; excellent references. 4/7, Office of this Paper.

UNQUALIFIED (25) desires post, West Country preferred; good experience Dispensing, Counter and Photographic. J. Nicholls, Union Square, St. Columb.

UNQUALIFIED (32), tall, exemplary character, seeks new post; experienced, general retail, Photographic, Surgical Appliance fitting. 24/27, Office of this Paper.

YOUNG Lady Assistant, keen Saleswoman, Unqualified, but fair knowledge of drugs; 7 years' experience, requires permanent position, London district. 24/30, Office of this Paper.

LOCUMS SEEKING ENGAGEMENTS

CHEMIST, Locum or Permanency; experienced; recommended; disengaged September 26 or October 3; London or Provinces. Chemist, 24 Hillside Crescent, South Harrow, Middlesex, or 16 Dallas Street, Mansfield, Notts.

LOCUM (Qualified), some years' experience; free from 5th; trustworthy; recommended. Harris, 194 Burrs Road, Clacton-on-Sea.

LOCUM, Qualified (40), experienced, reliable, good references; free September 17 to October 1; four guineas weekly, plus fare from London; interview arranged. 24/36, Office of this Paper.

QUALIFIED Assistant (P.S.I.), male; Locum from September 10; city and country experience; excellent references. 23/7, Office of this Paper.

PRICE LISTS, TRADE CIRCULARS, SAMPLES, AND PRINTED MATTER

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WHOLESALE

A FIRST-CLASS, well-established Representative, excellent connexion Chemists, Stores, Hairdressers, etc., Northern England and all Scotland, desires contact with progressive firm; own car. 23/9, Office of this Paper.

A GENTLEMAN with an unrivalled connexion amongst the Perfumery and Fancy Goods Buyers of the West End Stores. A first-class Salesman, not an order collector, is anxious to contact a Manufacturer desirous of opening or increasing his business with the Stores. Only Manufacturers of high-prestige merchandise, where Salesman's earning capacity is only limited by amount of business done, will be welcome. Payment by commission; results only; no expenses required. Box 8130, Scripps's, South Molton Street, W.1.

A DVERTISER seeks situation; first-class experience of Compounding and Formulating all types of Cosmetics and Toilet Preparations. Favell, 7 Queen's Crescent, N.W.5.

A SSISTANT, Unqualified (30), last 5 years Druce, Oxford; experienced Salesman, Dispenser, Buyer; desires change; Wholesale or Retail; exceptional references. Penrose, 70 London Road, Headington, Oxford.

GENTLEMAN (age 26), well educated, good appearance and address; own car; at present in Retail, desires position as Representative; prepared take reasonable remuneration until abilities proved; unimpeachable references. Duncan, 22 Hamlyn Avenue, Hull.

GOOD Sales potentialities of Young Man (in retail) available for use as Representative by kindly-disposed Wholesaler. 23/6, Office of this Paper.

LONDON Representative, 20 years' connexion (one firm 12 years), requires one other Firm to work with same; part expenses and commission. Apply 24/53, Office of this Paper.

MANUFACTURER of Toilet and Cosmetic Preparations seeks post; accustomed to buying, control of stock, dispatch and general factory routine. 24/35, Office of this Paper.

PERFUMERY Representative with sound connexion and 11 years' experience amongst Chemists, Stores, Wholesalers, etc., in N., N.W., E. and E.C. districts, requires part-time employment with reputable firm. 22/5, Office of this Paper.

PHARMACIST (28), car-owner, seeks salaried position as Medical or Pharmaceutical Representative with reputable firm; conscientious, well educated, energetic. 24/14, Office of this Paper.

VICAR'S Son (29), desires position as Representative; excellent education and references; good personality and appearance; connexion in South England and Wales; own car. 26/2, Office of this Paper.

YOUNG, energetic Ph.C., four years' manufacturing experience in works and laboratory, seeks wholesale position; good references; interview willingly anywhere. F. Allen, 5 Church Road, Prestolee, Stoneclough, near Manchester.

YOUNG Man (28), capable and keen; 7 years' experience wholesale drug and allied trades, desires position as whole-time Representative in Northern Ireland for progressive manufacturing or wholesale house; excellent references. 15/4, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN

INDIA.—Qualified Chemist, Englishman (23), single, trustworthy, willing, knowledge Photography, sound health, good address, excellent references, seeks position. "Bismuth," 18/14, Office of this Paper.

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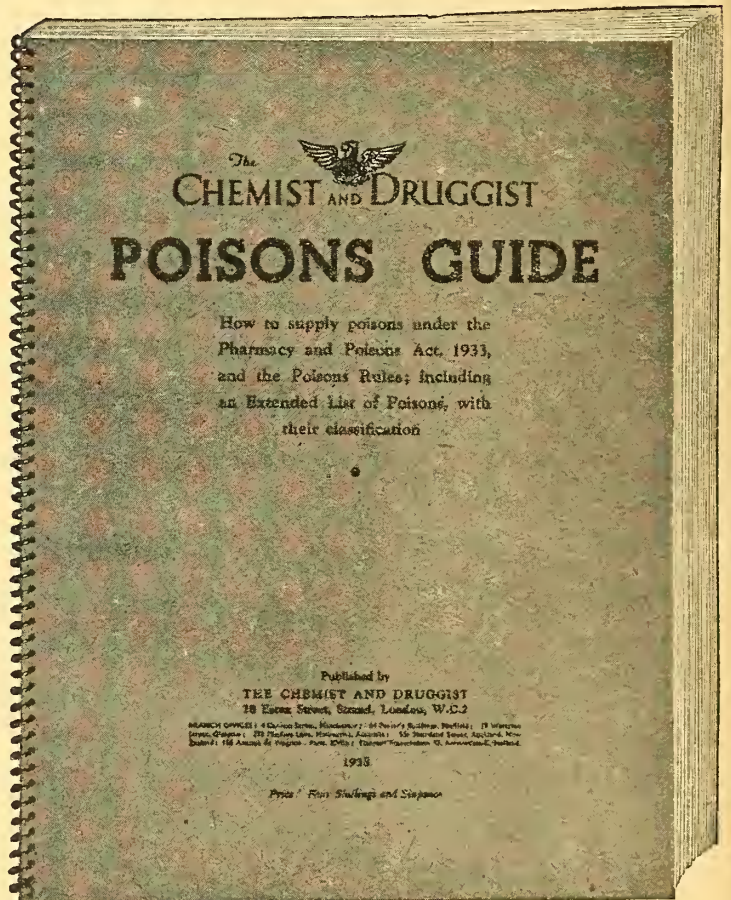
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